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EDITED BY JOHN A. SLEICHER  
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# EDITORIAL

LET THE THINKING PEOPLE RULE!

## NO MORE FORCE BILLS

**D**ISPUTES must sometimes be settled by the compulsion of force, but such settlements are seldom conclusive or satisfactory. The side that suffers from compulsion always remains resentful and the winner secretly gloats over a victory achieved by force.

A settlement made by an appeal to reason, or arbitration, or by any of the other methods of peace, is always more satisfactory to both sides.

If the beclouded issues which led up to the awful war abroad could have been submitted to arbitration, giving time for the heat of passion to cool, for calmer counsels to prevail and for the universal voice of peace to be heard, Europe would not be deluged in blood.

When the question of the constitutional right of the negro to vote was considered, in the heated strife of partisan struggles, and it was proposed to compel the South by force to accept the equality of the negro at the ballot box, a silent protest was heard throughout the North, and the South was left to settle this grave issue in the light of patient experience.

Every labor dispute settled by arbitration is well settled. Arbitration leaves both sides in a better frame of mind, and restores and continues peaceful conditions. A labor struggle settled by a strike is never definitely settled. The strike embitters both sides, is destructive alike to labor and capital, and works serious injury to the public welfare.

A family dispute settled by compulsion leaves lasting marks of disruption, severs family ties, often divorces father and mother and sends children adrift from the tender, helpful influences of the home.

When the four Brotherhoods at Washington refused to arbitrate the eight-hour-day question and insisted that Congress and the President yield to their demand, they raised once more the issue of a force bill and challenged an expression regarding the righteousness of arbitration from the business men, farmers, workmen and all who constitute the thinking, patriotic masses.

That challenge must be met on the 7th of November next.

## DON'T LET THE FIRE START

**T**HE preventive fireman is not so spectacular a figure as the old-fashioned fire-fighter, but he is more useful to the community. Just as science is giving itself to the task of preventing sickness and plague, so the main work of a modern fire department should be in removing the conditions that make fires probable. New York and all other progressive American cities already have the protection that comes from the preventive fireman whose daily inspection reduces the fire hazard and who preaches the gospel of fire prevention wherever he goes. As 90 per cent. of our fires are preventable, the field of prevention is practically unlimited.

The Safety First Federation made its contribution to the movement a year ago by setting aside October 9th as Fire Prevention Day. Last year 29 governors issued proclamations calling attention to the terrific fire loss of 3,000 lives and \$25,000,000 annually. Thousands of ministers spoke of it from their pulpits. Sunday, October 8th, will be observed for the same purpose this year. We have many celebrations of a sentimental value only, but here is a day of practical worth in saving thousands of lives and millions of dollars' worth of property. Every church and Sunday school and home should cooperate in calling to the attention of the people, adults as well as children, the numberless little ways in which fires may be avoided.

## LET THE PEOPLE RULE!

**T**HE trouble in Mexico continues.

A Texas farmer shot his wife and killed himself after a quarrel over the proceeds of the sale of a hog. A man 100 years old at East Meadows, L. I., recently had his wife, aged 90, arrested for slashing him with a knife.

A Jersey City truck driver who cannot read recently announced himself as candidate for surrogate at \$7,500 a year.

## BOTH SIDES

### WILSON

**J**UST so soon as it became evident that mediation under the existing law had failed and that arbitration had been rendered impossible by the attitude of the men, I considered it my duty to confer with the representatives of both the railways and the brotherhoods, and myself offer mediation, not as an arbitrator, but merely as spokesman of the nation, in the interest of justice, indeed, and as a friend of both parties, but not as judge, only as the representative of one hundred millions of men, women and children who would pay the price, the incalculable price, of loss and suffering, should these men insist upon approaching and concluding the matters in controversy between them merely as employers and employees, rather than as patriotic citizens of the United States, looking before and after and accepting the larger responsibility which the public would put upon them.

### HUGHES

**I** STAND for the principle of arbitration in industrial disputes. Labor, least of all, can afford to have that principle surrendered. It is no answer to say that the awards of arbitration are not always just. The effort should be to improve reasonable methods, not to subvert them. Railroad companies refusing arbitration have been condemned at the bar of public opinion, and great progress has been made in the direction of the peaceful and reasonable settlement of labor disputes. The public judgment will not tolerate any reactionary course either by powerful groups of workingmen or by powerful groups of employers. The peace, good order, and progress of society are too important to be sacrificed in this way. To say that fair and prompt arbitration could not have been had in this case is to indict both the Administration and the American people.

An Elmira doctor has brought suit to recover 1 cent he put in a drinking-cup machine without being able to get a cup.

Thirty-six men in the Remington Arms Company at Bridgeport struck and crippled the entire plant employing thousands.

A candidate for the Oklahoma legislature is running on a platform that promises that he will have a dome built on the state capitol.

Ex-President Taft recently walked four blocks through the down-town streets of Chicago and through a store without recognition, so he told the reporters.

One of the Salvation Army's rag pickers in New York, a gray-haired veteran of the Civil War, has never accepted a pension on the ground that he is able to support himself.

Peek-a-hoo waists, striped stockings, short skirts and powdered faces, it is announced, will no longer be tolerated among its women employees in the office of an old Newark, N. J., insurance company.

The Director of the New York Zoological Park says that 10 per cent. of the people who visit our parks are at heart "human swine," indifferent to filth and dirt. He will remove the benches in the park unless the people stop throwing rubbish around them.

Let the common people rule—if there are any.

## THE PLAIN TRUTH

**S**AME! Some one inquires whether the Charles E. Hughes who is lambasted and cartooned by the New York *World* is the same Hughes whom the late Joseph Pulitzer, the real founder of the *World*, named as one of the trustees of his estate with a bequest of \$100,000 for services to be rendered, an honor which Mr. Hughes then on the Supreme Court bench declined. Respectfully referred to our esteemed contemporary.

**L**URID! For a lurid word painting, of the partisan stripe, commend us to our good friend and eloquent ex-Governor Martin H. Glynn of New York. In his pæan for the present administration at Washington, delivered at Indianapolis, at the formal notification of Vice-President Marshall of his renomination, Martin exploded in this extraordinary fashion, while his auditors shed tears:

No longer will the hearts of little children be coined into gold or their blood stain the commerce of our land; no longer will the

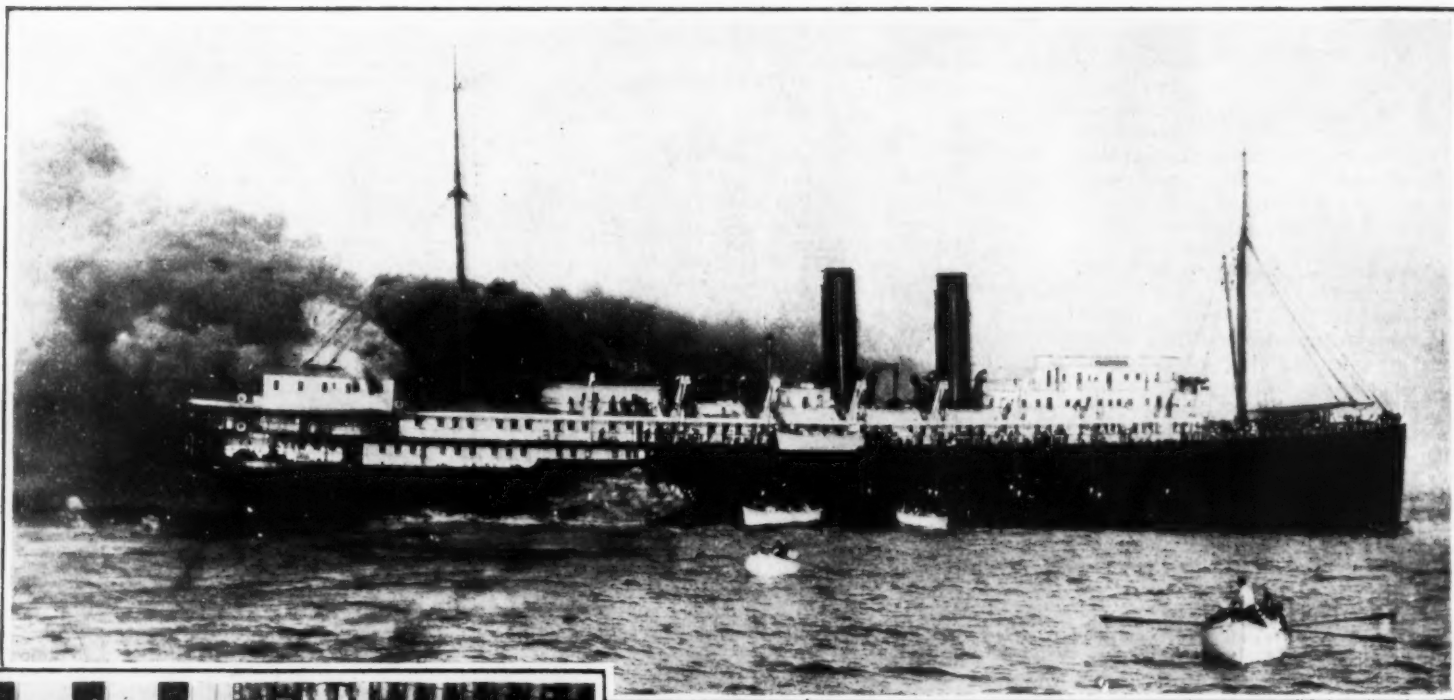
poetry of youth be robbed of its glamour or its song of joy transformed into a lamentation of despair. No longer will the sowers of our seed and the reapers of our harvest be denied proper place in the sun of our financial world. No longer will widows and orphans, robbed of their pittance of savings, beat their clenched fists in vain upon the doors of banks closed by manufactured panics. No longer will any man or set of men be able to corner the money market or take the country's business by the throat and force it to deliver to their financial pressure.

**W**AR! A Philadelphia reader asks us this question: "Will you tell me why, if we have been kept out of war, we are still paying war taxes to the extent of over \$200,000,000 a year?" Perhaps the best answer to this inquiry will be found in the interesting opening article in the September issue of the *North American Review*, evidently written by its distinguished editor, Colonel Harvey, the discoverer of President Wilson. Figures from the books at Washington also cast an illuminating ray. They deserve careful reading: The value of importations into the United States for the year ended June 30, 1916, was \$2,197,883,510. The average duty rate was 9.72. In the year ended June 30, 1913, which was under a protective tariff, the value of imports was \$1,813,088,234 and the average duty rate was 18 per cent. If the importations under the new Underwood law had paid the same average rate of duty as was paid on imports under the old protective tariff, the amount returned to the Treasury would have been \$395,619,031 instead of \$211,866,222, the amount actually collected under the Underwood bill. In other words, the country lost more than \$183,000,000 in revenue due to the low tariff. This, with extravagance in appropriations, forced upon us the war taxes such as the doubling of the income tax, increased corporation tax and various stamp and license taxes, not previously imposed in times of peace.

**T**RUTH! No one should be afraid of the truth, for the truth will make men free. Plain truths have been told in this Presidential canvass and a good deal, also, that is obviously untrue. Newspapers, on both sides, too often pervert facts for partisan purposes. They will have to take back their perversions as soon as the campaign is over, because falsehood will not stand the light of truth. Why not tell the truth now and save apologies, and preserve and deserve the confidence of the readers? At the opening of every Presidential campaign, complaints regarding the conduct of the canvass are heard and newspapers print rumors that things are not right at headquarters. Within a fortnight, stories were printed that Chairman McCormick of the Democratic National Committee was dissatisfied with the support he was receiving from the administration, while at the same time the news dispatches reported that Chairman Willcox of the Republican National Committee was being hauled over the coals by the representatives of the "Old Guard." Criticisms of President Wilson's alleged aloofness from his responsible leaders and equally harsh criticisms of Mr. Hughes's method of independently conducting his campaign were heard. These are samples of the sort of stuff that the political reporters grab up and expect the public to digest, yet a moment's call on the telephone would get the simple truth.

**P**APER! The panic in the newspaper market continues. All over this country, little newspapers are in a death struggle or going down under the burden of paying twice as much for their paper as they paid a year ago. Many are saving themselves by increasing their subscription price. The one-cent papers in all the large cities are finding the panic prices of newsprint a heavy handicap. An effort is being made all along the line to lessen the number of pages, cut off free copies, and take away the return privilege from newsdealers. All this is in the right direction. The newspapers have been giving too much for the money received. If they would limit themselves to the publication of news, local and general, with comments on the same, for which the public expects to pay, they could cut their publications in half. All the space devoted to fiction, fads and fancies is wasted so far as the subscriber seeking for the daily news is concerned. The newspaper that will print the news, especially the local news, and that will cover the general field of intelligence in a comprehensive way, is the most prosperous one to-day. While comparisons are odious, attention might be called to the fact that the leading New York City dailies are occupying the newspaper field while their contemporaries in nearly all the other great cities are diverting their columns to features that have no relationship at all to news. If these were cut out, the calls for newsprint paper would moderate, the panicky prices now demanded would sharply decline, and nobody would complain.

# PICTORIAL DIGEST OF



## MORE THAN 400 PERSONS RESCUED FROM BURNING SHIP

The steamship *Congress*, of the Pacific Coast Steamship Company's line, took fire September 14th, about 30 miles off Coos Bay, Oregon, and as the flames could not be extinguished was headed for the bay. The 253 passengers were gathered forward and waited in perfect order until the boat came to anchor, when they were all removed in boats, as were the crew numbering 175. The government dredge *P. S. Michie* and the Coos Bay Life Saving Crew assisted in the rescue. The *Congress* was 424 feet long and cost \$1,250,000 to build in 1913. The steel hull remains afloat.



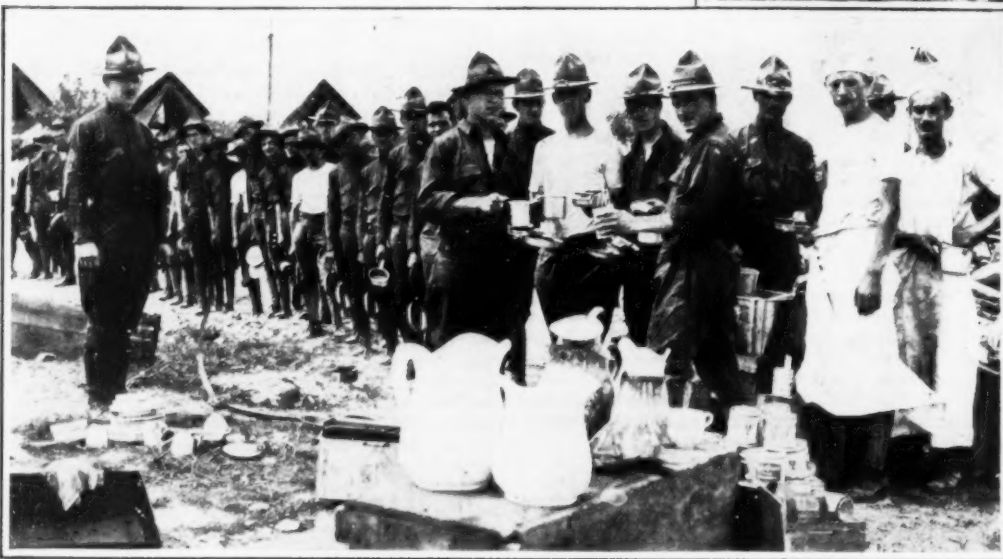
## DES MOINES HAS A STREET CAR WRECK

Des Moines, Ia., had quite a bit of excitement when a trolley car ran amuck recently and smashed into the curb, seriously injuring nine people. The car stopped clear of the track so that traffic was resumed as soon as the trolley wires could be repaired.



## A \$10,000,000 IRRIGATION RESERVOIR

Elephant Butte dam, in southeastern New Mexico, is to be dedicated on October 14th. President Wilson will attend. It will create an artificial lake 45 miles long and with an average width of four miles. This lake will store 862,000,000,000 gallons of water and will irrigate over 200,000 acres of land. More than 2,000 persons were moved from their homes to make way for the reservoir. The dam, built across the Rio Grande, 125 miles north of El Paso, is 318 feet high and 1,674 feet long, with a thickness at the base of 235 feet. A portion of the land that may be irrigated from this reservoir lies in Mexico.



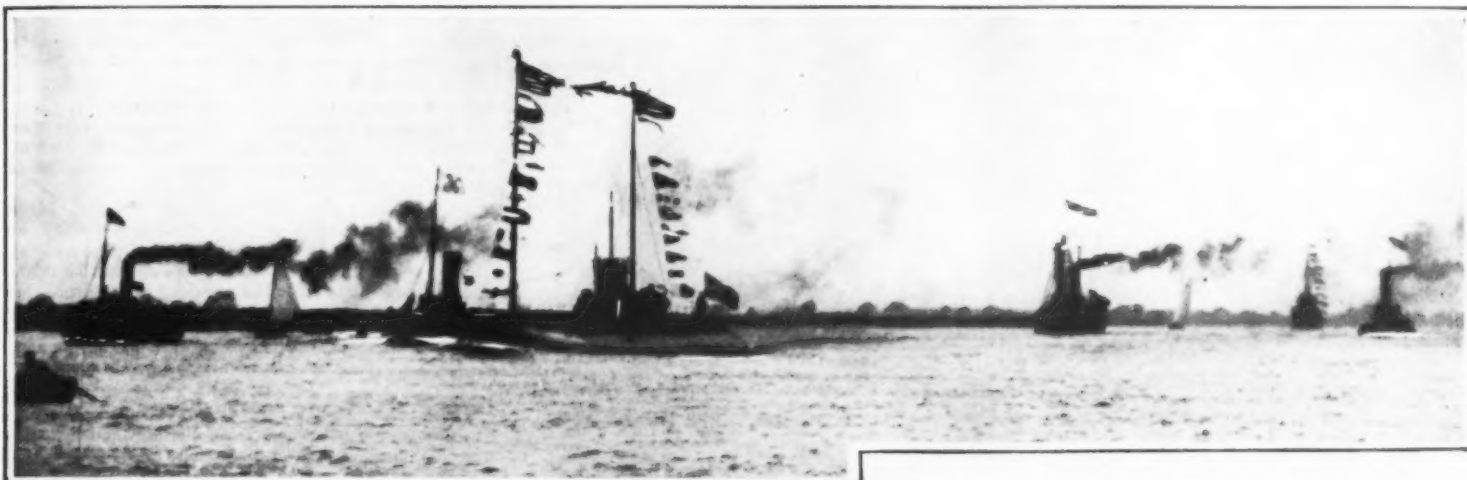
## APPETITES ARE ALWAYS GOOD ALONG THE BORDER

The Massachusetts Field Hospital Corps lined up at mess call. Each man carries a mess pan and a tin cup, the former for his meat and vegetables in the form of a "mulligan" stew and the latter for strong black coffee, sweetened liberally.

No musical chimes summon the guardsmen to their meals. The cook pounds on a dishpan and bawls "Come and git it." The keen appetites of the men make a second summons to the simple meal unnecessary.

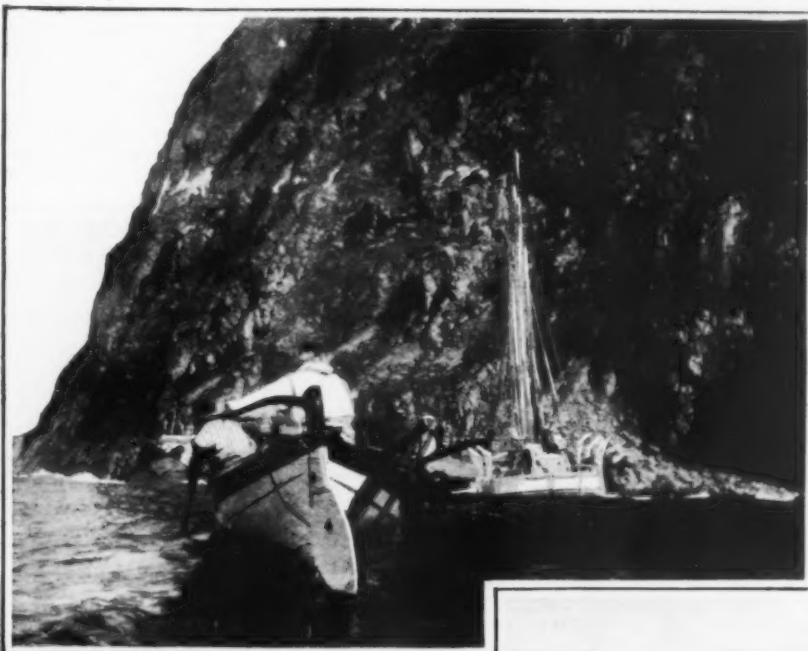


# THE WORLD'S NEWS



## THE DEUTSCHLAND ARRIVING AT BREMEN AFTER CROSSING THE OCEAN

The merchant submarine *Deutschland*, the first craft of her kind to cross the Atlantic, is here shown making her way proudly up the River Weser to her home port of Bremen, escorted by numerous tugs and other river craft. The American flag flies from her foremast. The *Deutschland* sailed from Bremen to Baltimore with a cargo of dyestuffs and took back rubber and nickel, both of which are badly needed in Germany. No announcement of her next trip has been made, but New London, Conn., is prepared to receive a submarine freighter which has been expected daily for several weeks.



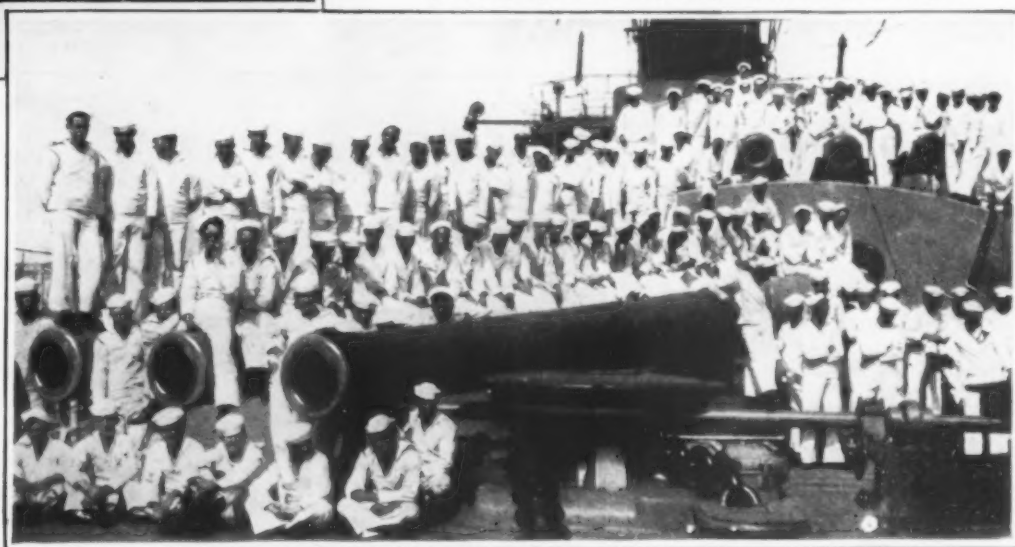
## WRECK OF THE ARCTIC SHIP "GREAT BEAR"

The *Great Bear*, said to be the staunchest boat ever built to buck the Arctic ice, was totally wrecked on Pinnacle Rock in Behring Sea, August 10th. She was on her way to explore Arctic seas and to carry relief to the Canadian explorer Stefansson, and went out of her course to pick up some shipwrecked sailors of which she had a report. In the fog she drifted on Pinnacle Rock and sank in 15 minutes. All her crew were saved by taking to the boats, Captain Lane and Phil. J. Weiss being shown in the boat in the foreground. Mr. Weiss was a special correspondent of *Leslie's*, commissioned to photograph the Arctic wonders for our readers. John Borden, the Chicago sportsman, who financed the venture, says he will build a new boat and try again next year.



## THE LEWIS GUN READY FOR WORK

The machine gun squads on the border are experimenting with the Lewis gun, while a big scandal is developing in army circles because it was never accepted for use in the regular army, although its inventor, Lieut. Col. Isaac Lewis, offered it to the government as a gift. It is extensively used by the British and Belgian armies, and to a lesser degree by the French. All the British first-line troops are being equipped with it. It is alleged that narrow-mindedness kept it from being thoroughly tested by our army experts. The army is to spend \$12,000,000 for machine guns.



## BIGGEST GUNS IN OUR NAVY SET NEW TARGET RECORD

The battleship *Pennsylvania* recently made a new record at target practice, registering five out of a possible 12 hits at 11 miles. These were actual hits, being placed squarely on the target and not "plotted" as is sometimes the practice, thereby

giving credit for shots that landed near enough the target to destroy a battleship had it been where the target was. The *Pennsylvania* mounts 12 14-inch guns, the heaviest carried by any of our vessels except her sister ship the *Arizona*.

# WITH KUROPATKIN'S ARMIES

BY LUCIAN SWIFT KIRTLAND, STAFF CORRESPONDENT FOR LESLIE'S

EDITOR'S NOTE—This is the third article by Mr. Kirtland, narrating his personal experiences along the northern Russian front, where foreign correspondents are rarely permitted.

Next week he will conclude the series, but we will publish more of his remarkable photographs. Later he will begin a series of articles on the possibilities of American trade in Russia.

(CONTINUED FROM LAST WEEK)

MY map showed a railway line running from Dvinsk to Riga. I had been told by General Kuropatkin's aide to return to Pskov, but as my general permit included Riga the map gave me the idea of trying to gain a pass to go there direct. It was probably everybody's knowledge except mine that that route is exposed to shell fire and is never used unless some special need is worth the risk, and then a train at full speed is put through the exposed section at night.

The officers whom I approached took note of my apparent rashness without appreciating my ignorance. Thus I achieved a reputation which I in no way deserved, but which drifted back to General Headquarters and later turned up to plague me with a cancellation of a special pass to visit the Lettish battalions at the Island of Death.

In the end I made the trip to Riga by the long triangle of Pskov, but I had as a piece of good fortune that my official companion was Captain S—, a Lettish officer in the Russian regular army. Except for the period of the Japanese war he has been for fifteen years in the saddle on intelligence work in the wildest nomad areas of Central Asia and the North China provinces. Early in the present war, a soft-nosed bullet shattered his hip. He was a fund of information about the army and Russian life. Riga was his boyhood home, which he had not seen for twelve years, and he was as anxious to accompany me as I was to have him. We hoped to visit two of the Lettish Volunteer battalions which are in the thick of the most desperate fighting, but immediately upon reaching Riga Captain S— was recalled and I was put under the protection of Lieutenant B—, an Oxford graduate. In peace times he is the manager of a large cotton mill. He proved to be a most charming and efficient companion.

It was rather late at night but I was taken immediately to meet one of the aides of General Radno-Demetrieff for inspection of my credentials and for cross-examina-



HOME FROM THE ISLAND OF DEATH

An island in the Dvina River, near Riga, is known as the Island of Death because it is a strategic point where the hostility is constant and deadly. Many soldiers go there but few return. These lucky men were photographed just after they had come off duty on the island.

case won the hearts of my attending officers to my cause. If it were action which would make me happy, then they promised a campaign for action. I was taken for an interview with General Radno-Demetrieff, commander of the army at Riga.

General Demetrieff is a full-blooded Bulgar. When Bulgaria felt the call to realize her national destiny, he earnestly petitioned the Czar to be allowed to pay a long-deferred visit to his birthplace, but asked that he might be accompanied by two or three Russian army corps. He expects and he exacts the full energy of every man under him, and his men idolize him. A hushed respect for the high explosive energy of his personality permeated even to the waiting-room.

The interview was a model of quick business directness. The commander's manner was that of a competent executive who knows how to give his absolute and generous attention, but does not wish a minute wasted. I stated my case and my particular requests and when I had finished he promised that I should see the active front with as few restrictions as possible, but he emphasized that I must give my word to obey all warnings regarding precautions.

With that part of the interview over, the General smiled most engagingly and said that he would now like to interview me. Over a friendly cigaret he asked many searching and pointed questions about America, and finished by expressing a very warm regard for our country.

As soon as we were in the motor we voiced a "scurry" to the driver, which is good Slavonic for "hurry," and were off to the headquarters of the Siberian Corps. Now that the active front was opened up to me I wished to pick the best fruit while the picking was good, and I had heard a valuable hint concerning the sector defended by the Siberian Corps. But despite the high hopes built on the assurances of General Demetrieff, the beginning of our interview with General K— was depressing. He showed us his map of the front and



THE SUGAR LINE IN RIGA

Everybody in Russia is supposed to get sugar by standing in the sugar line, but in practice only the poor are supplied that way. Sugar is scarce and high, principally because of unbridled speculation in sugar stocks. They make the wildest of American war stocks look like conservative investments. This sugar line was many blocks long.



GROWN USED TO WAR'S ALARMS

A scene in the principal park of Riga taken while the roar of guns along a 20-mile front was distinctly audible, and two blocks away bombs from a hostile aeroplane were dropping on the city while quick-firers strove to reach the birdmen with shrapnel. But the children played as peacefully as if no war sounds had ever assailed their ears.

tion. Promise was given of a trip to the front lines for the following day.

We started early the next morning on a motor spin with two or three accompanying officers and, lo and behold! the motor did not come to a halt until we were within a hundred yards of the front ditches. It might be explained, however, that this front line was not within four miles of the Germans and was separated from their activity by an almost impassable swamp. The rural quietude was not only akin to that of the grave but the trenches actually ran through an ancient burial ground. I sat on the top of a machine-gun parapet and dangled my heels as safely as if I were sitting on a summer hotel piazza.

The fiasco was probably due to a mistake, as was asserted, but I was in a mood to say what I had to say. I had murder in my heart and a choke in my throat. I exploded without thought of diplomacy, but this mixture of impatience, wrath, chagrin and disappointment proved to be the exact appeal to win a cause in Russia. Russian good nature can be proof against the logic of a request; it can be iron against a well-founded argument; it can stare reason in the eye. But it cannot face the direct appeal of disappointment. The tragedy of my



HOW BATTERIES ARE HIDDEN FROM VIEW

Here is a battery on a sandy plain, so cleverly concealed that it would take a guide to point it out to a stranger though he stood only a hundred yards away. The dug-out leads to the ammunition vault and a gun is concealed by pine branches just behind the officer to the right of the picture.

showed us where we could go and where we could not go—and where we could not go was just where I wished to go. No, there had never been any permits granted to anyone to visit that bit of country. But Lieutenant B—, always true blue to my cause, proved eloquent and persuasive, using the argument of "please," and calling attention to my obvious dejection. Suddenly General K— surrendered, generously and not begrudgingly, and opened up everything with all proper permits.

From the suburbs of Riga to the last barbed wire in front of the enemy, the country is now a network of defenses. The trenches have been dug with no skill nor labor spared. They run through front lawns and back yards, with as little destruction of property as possible, although there are occasional areas of charred desolation where the defense plan called for cleared tracks.

For 20 miles one trench parallels another, and barbed wire entanglement follows barbed wire entanglement. In the chaos of those desperate maneuvers when the German drive of 1915 was stopped by the bayonets of the munitionless Russians, it is said that for a day only 8,000 troops stood between the Germans and Riga.

(Continued on page 380)

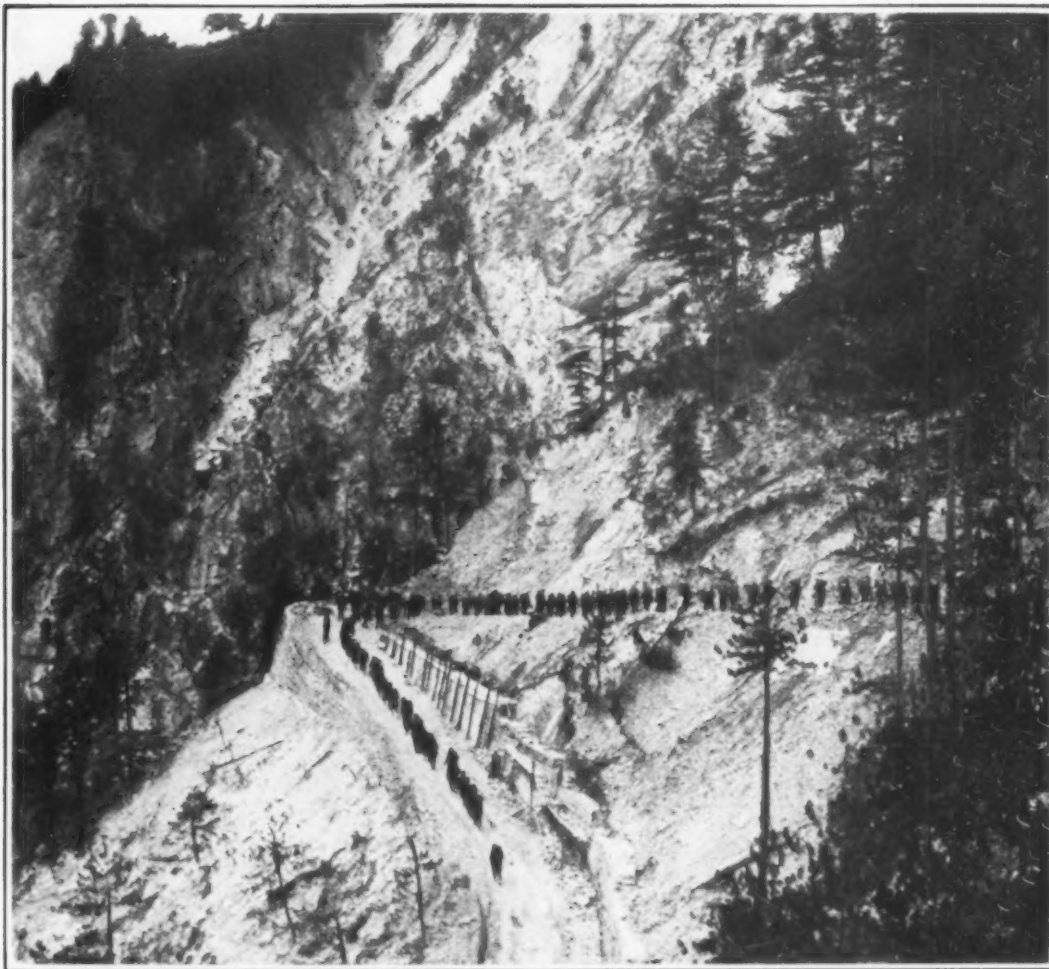


# ITALY ADVANCING ON AUSTRIAN POSITIONS

FROM  
DONALD C. THOMPSON  
STAFF WAR PHOTOGRAPHER FOR  
LESLIE'S

## CLIMBING STEEP ROADS

Such highways as the one here pictured are difficult enough in summer, but to travel them amid winter snows calls for almost superhuman exertion. Snow is already falling in the higher Alps and the soldiers there will be fighting drifts as well as Austrians until next May. Many good roads run through the mountains, but frequently detachments of troops must advance over steep slopes where no roads have ever been made. Many military roads have been built since the war started and these facilitate the movement of troops and supplies. Where roads cannot be constructed men and munitions are dragged up cliffs by ropes and carried across chasms on steel cables.



## HOW WOULD YOU LIKE TO CARRY A 50-POUND PACK UP HERE?

Italian troops scrambling up to an advanced position in the mountain heights. Each man has his rifle and about 50 pounds of equipment, which he must keep with him always, except when actually charging an enemy position. Then packs are dropped and the men go forward with no

impedimenta except their arms and ammunition. Many of the troops employed in such difficult places as the one here pictured are natives of the mountain districts. Men from the plains, however, are forced to adapt themselves to mountain work.

# SHOOTING DOWN A ZEPPELIN

BY JAMES H. HARE, STAFF WAR PHOTOGRAPHER FOR LESLIE'S



**THE FRAME WORK OF THE ZEPPELIN**

The great air craft was completely destroyed. The steel frame was a mass of tangled metal. Everything inflammable was burned by the intense heat and the bodies of the crew were badly charred.

**T**HE largest number of airships that have attacked London at one time chose a perfect night to accomplish their work of destruction. It was very dark and with little wind. The rain that had been pouring all day had let up, a rather heavy local mist had arisen, in some localities, and all together, I fail to see how the conditions could have been much better for the frightfulness they hoped to perpetrate.

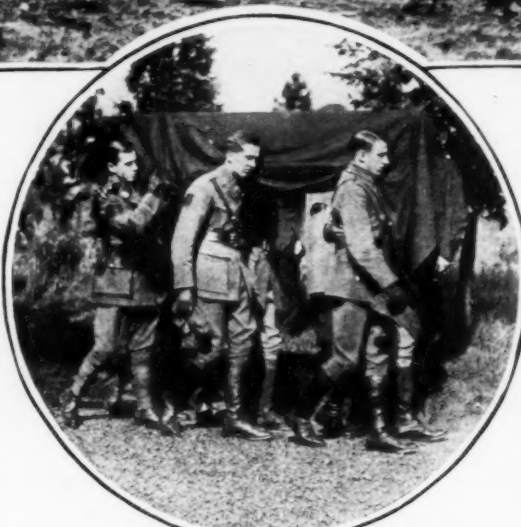
We are told that there were 13 airships, and we know that at 13 miles from London one of them was brought down in flames with the loss of all hands, and the rest of them scuttled back home, several of them badly crippled. It would seem as though they were observing the same tactics as the German fleet in doing all the damage they could and then scooting back to safety.

London was awakened at 2 A.M., September 3rd, by the noise of the anti-aircraft guns, all but a number of people had stayed up to watch the many searchlights that were combing the sky. Evidently something out of the ordinary was expected, but as the night wore on, and nothing happened, by degrees most people retired, only to be rudely awakened by the sudden bark of the defense guns. The sight of a lifetime presented itself to their view, not in one locality alone, but north, south, east, and west the searchlights had been rewarded for their vigil, and enemy airships had been discovered among the clouds, flying at a great altitude. Some managed to escape into the blackness of the night, which helped them; others it is claimed manufactured a cloud of darkness, by releasing an opaque gas, and hiding in that.

But one was not so fortunate. It was separated from the rest by the lights which formed a ring around it and refused to allow it to escape, try as it would. The searchlights from all directions escorted it in every attempt although once or twice it was lost to view for a moment. Meanwhile the guns from every district were firing furiously at it, and shells bursting in close proximity to it.

Once it stood on end, upright, and the question arose, is it hit? It disappeared from view much to the chagrin of the thousands of spectators, who had appeared in the streets and at windows in various stages of undress.

Suddenly it appeared again, farther away from us, but not too far to see that a remarkable transition had occurred. In place of the cigar shaped airship was a ball of fire.



**HONORS FOR DEAD ENEMIES**

Officers of the Royal Flying Corps bearing the body of the commander of the zeppelin to the grave. The Royal Flying Corps does not fire funeral salutes but the customary bugle calls gave a military quality to the ceremonies.

There could only be one solution—the Zeppelin was in flames. In the darkness we thought we could see aero planes, but were not sure. Then as the fated airship sank steadily to the earth, apparently getting to a white heat in its descent, we realized that one of the greatest tragedies of the age was being enacted—and that one at least of the marauders had been accounted for.

It is hardly to be wondered at that the people in the streets, unaccustomed as they are to exhibitions of emotion, cheered again and again at the wonderful sight they had been privileged to witness.

Later in the day I saw the dead bodies of 16 of the crew, most of them mutilated and charred beyond recognition. The place where they fell could not have been better placed. It was in a field near the hamlet of Cuffley, away from houses or people, and no damage was done to anybody. Whilst the guns were trying to bring the Zeppelin down over London proper—and not succeeding—they were really driving it away from a very dangerous landing place, and coaxing it to a safe one for themselves—exactly the same as the skilful English football players dribble the ball to get it in a good position before they attempt to shoot it to the goal.

Cuffley, unheard of by the average Englishman, was now placed "on the map" with a bang, and all roads led there. Even before daylight on the Sunday morning, it was the Mecca of rich and poor alike. Owing to the absence of definite information as to the whereabouts of the Zeppelin's descent people tramped miles out of their way to reach it; then again it was Sunday, and very few trains are in operation on Sunday, so those who possessed a motor car, and the necessary petrol to run it, rushed off to locate the spot, others took their bicycles, donkey carts, or any other vehicle they could rustle.

The people were in a happy state of mind and even those who managed to get to the place by train—and were stranded there at night—made the best of it, and joked with each other. Yet with it all, I heard many sympathizing with the poor devils that had been destroyed, notwithstanding that they had come on an errand of destruction.

There was quite a wave of protest when a military funeral was ordered for the remains of the unfortunate

(Continued on page 380)



**GATHERING UP THE DEBRIS**

The military authorities took charge of the zeppelin wreck and removed all that was left of it. Souvenir hunters swarmed around the scene of the wreck, but were able to get only small bits of the wreckage.



# MEN WHO ARE MAKING AMERICA

T. COLEMAN DU PONT, WHO ONCE WORKED AS COAL MINER, MADE A FORTUNE BEFORE HE EVEN SMELT POWDER--A PICTURESQUE FIGURE

BY B. C. FORBES

EDITOR'S NOTE.—In this, the eleventh in his series of personal sketches, Mr. Forbes throws interesting light on the character of one of America's most successful men. Next week he will write of A. Barton Hepburn, the eminent New York financier, who began his career as a school-teacher.

**H**OW did you come to think of putting up the largest building in the world?" I asked T. Coleman du Pont, owner of the \$30,000,000 Equitable Building of New York, the business home of 15,000 people with 2,300 offices, 1,225,000 square feet of rentable space, 487 building employees and 59 elevators serving its 40 floors which rise to a total height of 548 feet, and on which New York reaps taxes of \$9,000 every week, or almost \$500,000 a year.

"Why some one had, I imagine, learned that anything constructive appealed to me," replied General du Pont, "whether it's building the greatest skyscraper in the world or only a dog kennel. The Equitable people wanted a building on this site. I found they had the largest single plot in the financial heart of New York—the very best site in the world. The idea of erecting the largest office building in the world appealed to me. When I found I could get a long-term mortgage at a fair rate of interest and that the fundamental conditions were logical and the time for building economically right, I undertook the work. The finished undertaking speaks for itself.

"Now that the building has been completed and its organization working smoothly, it does not call for my attention. I like conceiving, planning, organizing, systematizing and getting a project established successfully. Then I want to start something else. Just now I am out of a job."

Out of a job although he is consulted upon the running of the world's largest building, controls the Equitable Life Assurance Society with its \$600,000,000 assets, controls, also, important coal mines in Kentucky, runs an enormous farm in Delaware and Maryland, is spending \$2,000,000 out of his own pocket in building a model highway from one end of Delaware to the other, is actively interested in several large hotels, said to be the political leader of the Republican party in Delaware (this he denies), member of the Republican National Committee from Delaware, and I do not know what else!

## MUTUALIZING THE EQUITABLE

"Why did you buy control of the Equitable Life from J. P. Morgan & Co.?" was my next question.

"It was after the building was completed. The Equitable Society was the largest tenant. They had been very fair in dealing with me, so I thought it would not be a bad idea to buy the Equitable Life stock and mutualize the Society. I am a thorough believer in the mutualization of the company. It should have been mutualized years ago. I am ready and anxious to co-operate to the full in carrying out any plan of mutualization that is fair to the policyholders and desired by the directors."

The American public regards the name "du Pont" as spelling powder and riches. Coleman du Pont had nothing to do with powder until after he had made a fortune—and he made his own fortune. At 38 he had given up active business to enjoy a life of leisure.

"It would be very interesting to tell just how you became associated with the du Pont Powder Company," I asked him.

"Certainly I'll tell you," he replied with his characteristic directness and brevity. "Mr. Eugene du Pont, head of the company, had died and no other member of the family cared to take his place. One day I received a message from my cousin, Alfred I. du Pont, asking me to consider going into the business. After talking with Alfred du Pont, the matter was taken up with the other members of the family in the old firm. None of them was willing to take on the active duties of management. I then got in touch with Pierre S. du Pont, who was living at Loraine, Ohio, and he came east. We told him of the plan. The result of the conference, between the members of the family in the old firm and Pierre S. du Pont, Alfred I. du Pont and myself, was that we three younger cousins took over the concern."

"When we took hold of it there were seven clerks in the main office of the company we went into. This company, however, had important interests in other explosive companies."

"How many clerks are there now?" I asked.

"I think between 1600 and 1700 in the main office when I left about 18 months ago and I believe there are now between 2,500 and 3,000 employees in the main office."



ON THE DU PONT FARM

T. Coleman du Pont and his father inspecting one of the hundreds of thoroughbred cattle on the great farm owned and operated by the former.

The effectiveness of a good organization was demonstrated when the unfortunate war broke out in Europe by the way the du Pont Company re-



STILL AN ATHLETE

A friend recently wagered Coleman du Pont that he could not leap this high fence. This snapshot shows that he could—and did.

sponded to a call for an increase of output multiplied by 100. They have anticipated many of their deliveries although it did take 40,000 men on construction work at one time to do it! There have been no strikes.

## CONSOLIDATING INTERESTS

"How was it done?" I asked.

"The first thing we did was to amalgamate all of the many different companies and the scores of sub-companies controlled by the du Ponts into one corporation. This meant efficiency and economy in every department. The consolidated concerns were systematized and standardized and the best methods put into practice, departments created and the managers given responsibility and offered premiums for results."

"I knew nothing of the manufacturing of powder except the general chemistry which I had learned at school. My cousins had this knowledge and experience. I was familiar, however, with the use of it commercially and had successful experience in organizing and systematizing several industries."

"We engaged the best men we could find. We paid six men very large salaries—and they were the cheapest labor we had, for their brains could make thousands for the company annually."

For four or five years he worked from early every morning till late every night. He thought powder, talked powder, ate powder, slept powder. In three years success was assured—and the company has continued to grow by enormous strides since he left it.

The skilful utilization of by-products was also taken up by the aggressive new management. To-day the du Ponts are not only the largest makers of explosives, but are the world's largest manufacturers of leather substitutes—60 per cent. of the million automobiles manufactured within the last 12 months have been upholstered in one of its products, thus tending to keep down the price you and I have to pay for shoes. Its output of ivory and shell substitutes is enormous. Moving picture films are largely composed of du Pont basic materials. The wonderful anesthetic, ether, which enables surgeons to work painless miracles, is produced in larger quantities in the du Pont plants than anywhere else in America. (I have in front of me a list of commodities made and sold by the concern; the total is 251.)

It was characteristic of Coleman du Pont, however, when the company's success was absolutely assured and was doing an unprecedented volume of business that he should get out. He had done the job he undertook; the business was running perfectly; everything had been systematized and standardized so it possessed no more attraction for him!

It will astonish the public to learn that in normal times less than two per cent. of the du Pont Powder Company's output went for military purposes. The company supplies the United States Government with the larger part of its powder requirements every year, but this did not mean more than about one per cent. of its entire output. Some 99 per cent. of the output made was sold for mining purposes, railroad building, road construction, quarry work, farming operations, sport, leather substitutes and miscellaneous uses.

## DU PONT A GIANT

Physically, Coleman du Pont is a giant, and when 19 he stood six feet four inches and weighed 210 pounds. He went in for every form of athletics—he was stroke of the crew, captain of the football team, ran 100 yards in 10 seconds, captain of the baseball nine, could break in broncos with the skill of a cowboy, was and is a good shot, can swim like a Trojan, was a star man in tug-of-war competitions, and held his own in the boxing and wrestling ring.

"If I had been as good at my studies as I was at athletics I would, no doubt, have been a professor," he laughed, referring to his college days, but could not be induced to say more.

Starting at the bottom, he rose to be head of a Kentucky coal property and upbuilt Central City, making it a place working people wanted to live in. He became head of other coal companies and is still largely interested in them. He succeeded as a steel man, and then as a street railroad builder and operator. Next, he took the lead in making the du Pont Powder Company one of the most efficient and prosperous enterprises in the United States. The \$2,000,000 highway across the State of Delaware is already one-fifth completed and when it is finished he will present it to the State.

(Continued on page 377)

# PEOPLE TALKED ABOUT



## BROUGHT REMARKABLE WAR FILMS TO AMERICA

Donald C. Thompson, Staff War Photographer for *Leslie's*, who returned from Europe recently, bringing with him some of the most remarkable moving picture films of actual war ever made. These have been shown at the National Press Club and the Army and Navy Club in Washington. The War College has purchased a complete print of the film to be used in its work, and the Naval College at Newport, R. I., and the U. S. Military Academy at West Point have requested special exhibitions of the pictures.



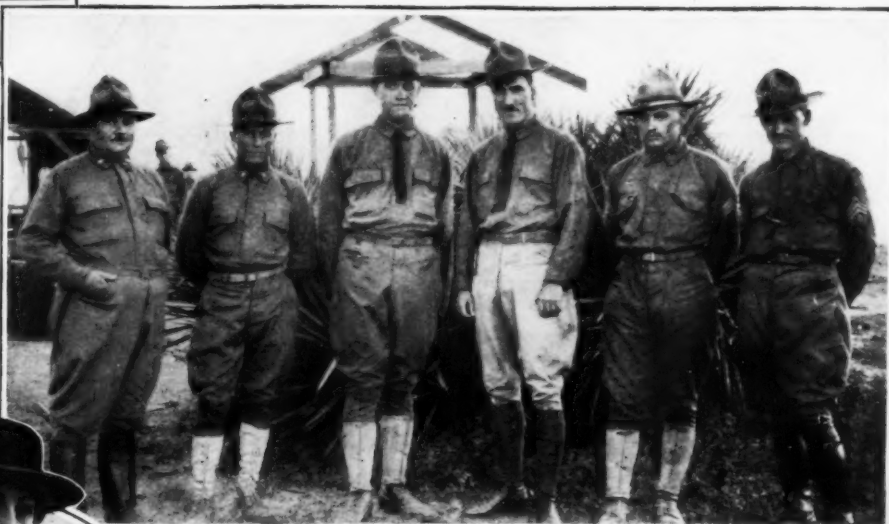
## PERFECT PUNCTUALITY

Mildred Guentzel of Boscobel, Wis., who is 16 years old and has attended school for 10 years without being late once or missing a single day. During that time she has never had a yearly average that was not above 90 per cent.



## AIRMAN DESTROYS A ZEPPELIN

Lieutenant William Lee Robinson, R. F. C., who brought down the zeppelin that fell at Cuffley, near London, after taking part in a raid on that city. (James H. Hare's account of the raid will be found on page 370.) The zeppelin was destroyed on September 4th and Lieutenant Robinson was awarded the Victoria Cross at once. He pursued and fired on the giant aircraft and brought it down in flames. A dozen other raiders escaped, although it is reported that several of them gave evidences of having been damaged.



## MILITANT YOUNG MORMONS

Six grandsons of Brigham Young, the Mormon leader who piloted his followers across the trackless plains to Utah, are now serving in the Utah National Guard. This photograph was made at Nogales, Ariz., and the men are, from left to right: Curtis Y. Clawson, first lieutenant, field artillery; Edmond Spencer, first lieutenant, Utah Cavalry; Ross Beatie, private, field artillery; Grant Young, corporal, field artillery; Fred Thomas, sergeant, cavalry; Lyman Young, sergeant, cavalry.



## SUCCESSOR TO PRINCESS PATRICIA

Lady Maud Cavendish, the eldest daughter of the Duke of Devonshire, who succeeds the Duke of Connaught as governor general of Canada. Lady Maud will naturally take up the social duties and relief work in which the beautiful Princess Patricia has done so much to endear herself to the Canadians.



## A FAMILY OF FIVE GENERATIONS

In this family of five generations is the coincidence that each member in the photograph is the eldest child of her respective parents and all live in the city of Mansfield, O. From right to left they are: Mrs. Catherine Bauman, aged 83; Mrs. Jacob Alheim, aged 60; Mrs. W. O. Long, aged 40; Mrs. G. L. De Yarmon, aged 19, and her daughter Leile De Yarmon, aged one year.



# SEEN IN THE WORLD OF SPORT

BY ED A. GOEWY  
(THE OLD FAN)



PLAYING FOR TOMMY ATKINS

The Duchess of Sutherland, one of the most skilful of England's women tennis players, has been utilizing her talent in behalf of charity by competing in matches held to raise hospital funds for the wounded soldiers of Great Britain. She is shown competing in a recent tournament held at Surbiton, England.



BRUNDAGE, KING OF AMATEUR ATHLETES

Avery Brundage, of the Chicago Athletic Association, 1914 champion, regained his title in the all-round nation I championships, decided at Newark, N. J., recently. He was crowned ruler of the amateur athletic world with the high score of 6468.75. His nearest opponent was Fred Kelly, of the Los Angeles Athletic Club, with 5981.10 points. Brundage is shown winning the half-mile walk in 4.03 2-5.



LITTLE "BOBBY" JONES, MASTER GOLFER

Less than fifteen years of age, Robert Jones, Jr., recently won a most enviable position in the golf world, when, on the links of the Merion Cricket Club, Philadelphia, at the National amateur golf championship tournament, he beat Frank Dyer, and won the right to give battle to Robert A. Gardner, defending champion. Jones is the youngest golfer who ever neared supremacy on the links, and, though beaten by Gardner, his play indicated he will yet win the highest honors.



ANOTHER "IRON MAN"

Among the several followers of the national pastime who this season performed such sensational feats that their names were engrossed upon the baseball scroll which will be handed down for future generations to read and marvel at,

those of but few will be placed above that of "Poll" Perritt, the Giants' most dependable tosser for the current season. Ever since "Poll" left the St. Louis Cardinals to join the McGraw forces, the fans of the metropolis have demanded that he utilize his Missouri training and show them something away out of the ordinary. Recently he made good when he pitched and won both ends of a double header from the mighty Quakers, thereby halting their race pennantward when they needed games most and earning his bars as an "iron man" pitcher. Perritt won his first game 3-1 and his second 3-0, thereby permitting but one tally in eighteen innings. He was hit safely but four times in each game, struck out nine men, issued but two passes and in ten of the innings did not permit a player to reach first base.



PUSHBALL ON HORSEBACK FULL OF THRILLS

Representatives of the smart set in all parts of the country where riding is a feature of the outdoor life have turned to pushball on horseback as sufficiently novel and exciting to meet their desire for a sport considerably out of the ordinary. The picture shows the Myopia Hunt Club, of Hamilton, Mass., playing the game, which requires skill, nerve and the ability of a circus rider to keep atop one's horse.

## THE GAME AND THE CAST

Who is it stalks across the green  
With scowling brow and fearsome mien,  
In whom few human traits are seen?  
The umpire—  
He's always the same.

Who is it gives the game its thrill,  
Whose deeds each day the papers fill,  
Who makes us marvel at this skill?  
The player—  
And he grabs the fame.

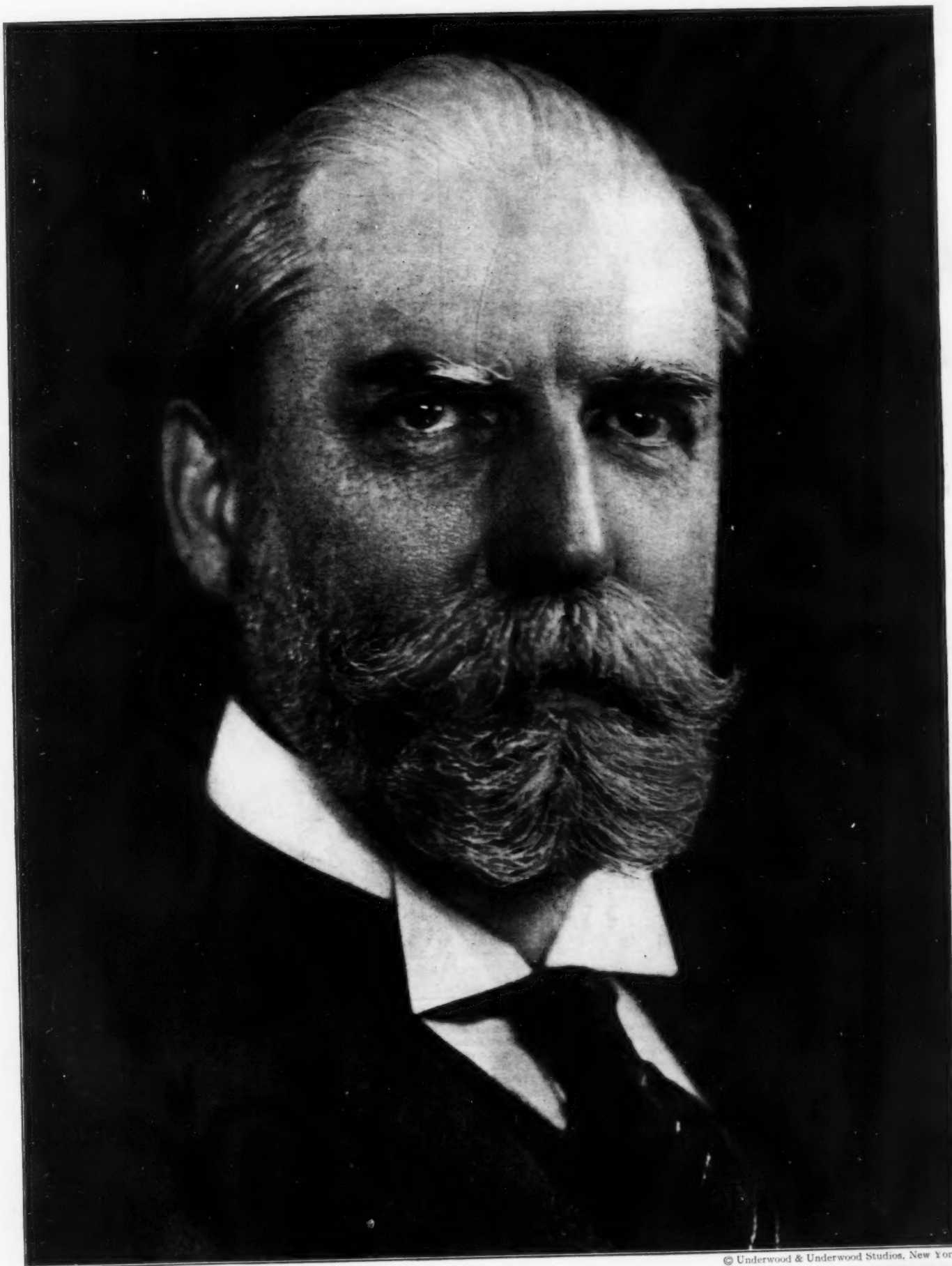
Who is it pays the shot each week,  
Who's scored for every losing streak,  
Whose praise the fans but seldom speak?  
The owner—  
He takes all the blame.

Who gives the umpire day by day,  
Who cheers the boys throughout each fray,  
Whose shekels make the old sport pay?  
The fan—  
He's true to the game.

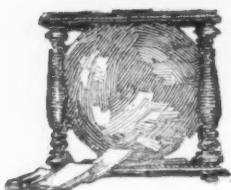


A CANDIDATE AT PLAY

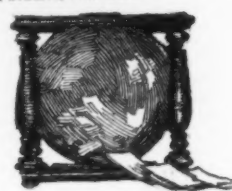
Charles Evans Hughes, the Republican candidate for President, is an enthusiastic follower of the great game of golf, as is President Wilson, and often finds relief from the burdens of campaigning on the links. The picture shows Mr. Hughes teeing off at Estes Park, Col.



© Underwood & Underwood Studios, New York



## CHARLES E. HUGHES



*You can help the cause by cutting out this photograph of Hughes and posting it in your window.*



# AMERICA NEEDS HUGHES

By THEODORE ROOSEVELT



SINCE 1912 we have had four years of a policy which has been an opiate to the spirit of idealism.

It has meant the relaxation of our moral fibre.

A sordid appeal to self-interest and to fear has paralyzed the national conscience.

We have been told that Americans, if they do not wish to be killed, should leave Mexico and should keep off the ocean; that to save a few American lives it is not worth while to hazard the lives of American soldiers; that Mexicans should be allowed to spill blood to their hearts' content; that the European War is no concern of ours; that even as between Belgium and Germany we should be neutral not only in act but in sympathy!

Not once has President Wilson squarely placed before the American people the question which Abraham Lincoln put before the American people in 1860: what is our duty?

Not once has he appealed to moral idealism, to the stern enthusiasm of strong men for the right.

On the contrary, he has employed every elocutionary device to lull to sleep our sense of duty, to make us content with words, instead of deeds, to make our moral idealism and enthusiasm evaporate in empty phrases, instead of being reduced to concrete action.

AMERICA as a nation has been officially kept in a position of timid indifference and cold selfishness.

America, which sprang to the succor of Cuba in 1898, has stood an idle spectator of the invasion of Belgium, of the sinking of the Lusitania, of the continued slaughter of our own citizens, and of the reign of anarchy, rapine and murder in Mexico.

Nevertheless, I believe that the American people were ready for the same kind of appeal which was made to them by Abraham Lincoln in 1860, by the advocates of an honest currency in 1896, by the advocates of the Spanish War in 1898, by the advocates of Nationalism in 1900.

But the appeal was not made.

On the contrary, Mr. Wilson invoked the spirit of timidity and selfishness. He made no effort to invoke the sense of duty.

He put "safety first," the immediate safety of the moment, to be obtained by shrinking from duty.

He did not even put American rights first, still less did he put American duty first.

His task was not an especially difficult or dangerous task; but it needed a brave heart and a steady hand.

Under his lead America could and should have put itself at the head of all the neutral nations by its example, if not by direct diplomatic agreements, in demanding that the war should be conducted in accordance with the usage of civilized nations, that international law should be observed, that the rights of neutrals and non-combatants should be respected.

If this spirit had animated our administration there would probably have been no invasion of Belgium, no fears of a like fate to terrorize other smaller nations, no torpedoing of merchant vessels, no bombarding of churches and hospitals,

no massacring of women and children, no murder of Miss Cavell, no attempted extermination of the Armenians and Syrian Christians.

WE cannot undo what has been done. But we can repudiate what has been done. We can regain our own self-respect and the respect of other nations for this country. We can put in power an administration which will throughout its term of power protect our own citizens and live up to our national obligations.

It is just that this nation should concern itself with its rights; but it is even more necessary that it should concern itself with its duties.

As between Mr. Hughes and Mr. Wilson, who can doubt which is the man who will, with austere courage, stand for the national duty?

Mr. Wilson's words have contradicted one another; and all his words have been contradicted by his acts.

Mr. Wilson's promise has not borne the slightest reference to his performance.

We have against him in Mr. Hughes a man whose public life is a guarantee that whatever he says he will make good, and that all his words will be borne out by his deeds.

Against Mr. Wilson's combination of grace in elocution, with futility in action; against his record of words unbacked by deeds or betrayed by deeds, we set Mr. Hughes' rugged and uncompromising straightforwardness of character and action in every office he has held.

We put the man who thinks and speaks directly, and whose words have always been made good, against the man whose adroit and facile elocution is used to conceal his plans or his want of plans.

The next four years may well be years of tremendous national strain.

Which of the two men do you, the American people, wish at the helm during these four years; the man who has been actually tried and found wanting, or the man whose whole career in public office is a guarantee of his power and good faith?

But one answer is possible; and it must be given by the American people through the election of Charles Evans Hughes as President of the United States.—Advertisement.

## The National Hughes Alliance

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Vice-President, PHILIP J. MCCOOK . . . . . New York  
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Asst. Treas., JOHN H. ISELIN . . . . . New York  
Secretary, A. P. COSBY . . . . . New York  
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☐ 1. Enroll me in The Hughes Alliance as a voter who will support Mr. Hughes in the coming election.

☐ 2. Enroll me as a member of The Hughes Alliance. I attach check which you may use in your efforts towards Mr. Hughes' election.

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A PIPE BLEND of five distinct kinds of Imported and Domestic tobacco—each kind alone having a delightful aroma and natural flavor without the slightest harshness.  
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**RICHNESS THAT SHADES INTO MILDNESS**

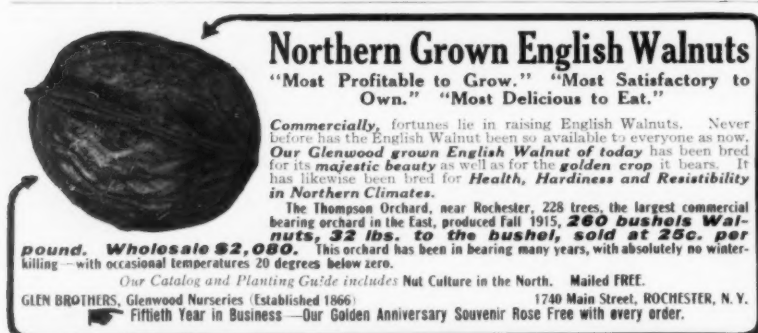
Accomplished pipe-smokers, when they first taste Harmony Pipe Blend, are a little surprised. Not at its rich, full flavor. Several other high-grade tobaccos give that.

But what they never have found in smoking tobacco, yet have always hoped for, is full-bodied richness that is delicately mild. Harmony gives just that flavor—it might be called "rich-mildness"—without even a trace of harshness or discord.

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A PIPE BLEND

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**Northern Grown English Walnuts**  
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Commercially, fortunes lie in raising English Walnuts. Never before has the English Walnut been so available to everyone as now. Our Glenwood grown English Walnut of today has been bred for its majestic beauty as well as for the golden crop it bears. It has likewise been bred for Health, Hardiness and Resistibility in Northern Climates.

The Thompson Orchard, near Rochester, 228 trees, the largest commercial bearing orchard in the East, produced fall 1915, **260 bushels Walnuts, 32 lbs. to the bushel, sold at 25c. per pound.** Wholesale \$2,080. This orchard has been in bearing many years, with absolutely no winter-killing—with occasional temperatures 20 degrees below zero.

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They mean foot comfort, safety and economy. No dirt-gathering holes. 60c attached—gray or tan—all Dealers

Send 30c to Spring Step, 105 Federal St. Boston, and get 2 packs of Tally-ho Quality Playing Cards that would cost 50c elsewhere

## THE TREND OF PUBLIC OPINION

BY CHARLTON BATES STRAYER

**SOUND PEACE OR A SECOND WAR**

WHEN will peace come? and what will be its terms? are questions of ever growing interest. Declaring that a premature peace would mean a second war with Germany in which Britain would stand alone, a writer in *The Fortnightly Review* characterizes as "traitors to their country" those who say that England has no greater interest than a speedy peace. The article admits that when the war began Germany was the "strongest and most formidable power in the world." Were a peace conference to be held while Germany holds so much enemy territory, and were Germany to offer to restore all of this, there is no conceivable tribunal which would not "applaud her magnanimity and be extremely indulgent in supporting any counter claim for damages." If such a peace were concluded, the writer argues, Germany "would be beyond all question the triumphant party, not precisely in the manner of Napoleon, but in a thoroughly businesslike style establishing her over-mastery, and shattering forever the concordance and mutual confidence of the Allies." As the aftermath of such a peace, Germany would be confronted not by an alliance but by England alone, and would still have retained the means of accomplishing her purpose toward England at no remote date. The details and conditions of a sound peace, from the British point of view, the writer finds in driving, back Germany's armies past her eastern and western boundaries, and humbling her military pride on her own soil—causing the "Rhine valley to witness some of those scenes of war that have desolated the valleys of the Meuse and the Moselle." Europe will not be assured of permanent peace, it is held, until Central Europe is converted into a congeries of small states, and this end cannot be attained before the summer of next year, or possibly 1918. Paul D. Cravath, a New York lawyer, after a trip to France, where he visited the Somme and Verdun fronts, is convinced that the possibility has passed of a peace based on compromise or an acceptance by the Allies of conditions prior to the war and says the Allies expect at least one year more of fighting. Col. Robert M. Thompson, President of the Navy League, on the basis of reports made by a Navy League expert who has spent a year in Europe studying conditions, predicts that Germany can hold out until 1921. "Battling within her own borders," says Col. Thompson, "she will die slowly. It should take three years after she is driven back to those borders."

**LABOR'S LIABILITY**

IN defining liability of labor unions under the Sherman law the recent decision of the United States Circuit Court of Appeals in the Arkansas coal cases takes rank with the famous Danbury Hatters' case. The Bache-Denman Coal Companies of Arkansas and the Pennsylvania Mining Companies sued the United Mine Workers of America for treble damages under the Anti-Trust law for the attempt of the union, by means of strikes, threats, violence, and riots, to prevent the operation of the open shop mines of these companies. Brushing aside the contention of the United Mine Workers that they as an association were not liable under the statute, but that the plaintiff's only recourse was against individual miners who might be shown to be liable for the injury inflicted, the court held that "a labor union, though unincorporated, may be sued in its own name under the Anti-Trust law." The Danbury Hatters' case, twice cited and relied upon by the court, was founded upon injury done to the business of D. E. Loewe & Co. by the boycott instituted against it by the United Hatters of North America. In awarding

Loewe & Co. damages of nearly \$300,000, the Supreme Court established the principle that the Sherman law applied to any activities of organized labor in interfering with the distribution of products in interstate commerce, and that members of unions are responsible for acts of their officers. This case has led to an abandonment of the unfair list by the American Federation of Labor and a general restraint upon boycotts of this character. Pushing back still further the liability of labor unions the Court of Appeals in the coal cases held that not only did interference with sale and distribution come under the law, but that any attempt on the part of a labor union to restrain interstate trade by interference with the production of articles intended for such trade was equally a violation of the statute.

**BLOCKADE** **G**REAT BRITAIN seems unable to see any difference between placing restrictions on her own exporters and imposing similar restrictions, which her naval supremacy enables her to enforce, upon the trading of neutral powers. When it was shown that Norway, Sweden, Denmark and Holland had received in the first seven months of this year an ordinary year's supply of about one hundred different articles, British merchants were forbidden to export any more of such list to these countries. The British Government now seeks to extend the same limitation to America and other neutrals, having ordered the Netherlands Overseas Trust, through which all trade with Holland passes, not to accept further American consignments, and declining to grant letters of assurance for American shipments destined to Denmark, Norway and Sweden. In explaining the order, Lord Robert Cecil, Minister of War Trade, said it was not logical to forbid such exports from Great Britain and to permit them from America and other sources. The position of the United States is that while Great Britain is free to place restrictions on the trading of her own subjects, her attempt to interfere with our trade in non-contraband with neutral countries is, as expressed in informal notes from Washington to London, "unwarranted," "illegal" and "unjust." The new orders will increase the demand that President Wilson exercise, for the protection of our commerce, the retaliatory powers placed in his hands by Congress.

**ENGLAND TO ABANDON FREE TRADE** **A**LL signs point to England's abandonment of her historic free trade policy with the close of the war. When peace comes there will be inaugurated the fiercest economic war the world has ever known, and only through tariffs and commercial treaties will any nation be able to protect its workers and its industries. Senator Gallinger of New Hampshire says, "Nowhere among the nations is free trade longer tolerated." The London Chamber of Commerce has recommended the abrogation of all "most favored nation" treaties and the division of all countries into four economic groups separated by tariff walls and classified as allies, friendly neutrals, unfriendly neutrals and enemies. A sliding scale of duties is proposed, running up to a maximum of 30 per cent. on imports from enemy countries. The change from free trade to protection would yield England a net yearly revenue of about \$375,000,000. Great Britain is our best customer. Should she adopt the plan of the London Chamber of Commerce it will profoundly affect the United States. To meet the competition that will come with peace we shall need give protection to every American industry, and to the American workman whose wages constitute 90 percent. of the value of finished products.



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We will tailor you a suit to your own measure from your choice of the newest wools and send it to you on approval. If you think the quality is better than you have been accustomed to get in \$25 or \$30 clothing, send the suit back at our expense.

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There is not a cotton thread in any of our fabrics. We guarantee it. Nothing but pure wool and pure silk goes into the fabrics used for Babson suits.

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Beautifully printed in full colors and shows the newest New York Styles. With the book comes large, generous samples of the all-wool fabrics from which you have to choose. **BABSON BROS., Dept. 2447 19th Street, CHICAGO**

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A wonderful value \$45.00 per month. A written guarantee with every purchase you make from **ALFRED WARE.**

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**\$12.50 Elgin Watch 17 Ruby Jewels**

25 year guaranteed double gold strap case. Factory tested and adjusted. Payments \$2.00 Per Month.

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Prepare now to profit by the biggest opportunity of this generation. Become a foreign trade specialist and increase your earnings. Edward Ewing Pratt, with the help of 17 other prominent export men, has just prepared a wonderfully complete and practical course of instruction in how to secure and to handle foreign trade. Can be studied in your spare time, without interfering with your regular work, and is easily mastered in a few short weeks. Send today for free 60-page book, describing this complete course and the amazing opportunities for you in this greatest field. Write now—a postal will bring it, but don't delay.

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Selling our new unequalled gasoline table and hanging lamp for lighting city and rural homes, stores, halls, churches. Most powerful light known. **ABSOLUTELY SAFE.**

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More brilliant and many times cheaper than gas or electricity. Guaranteed five years. Everyone a possible customer. No experience necessary. Exclusive territory free.

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## MEN WHO ARE MAKING AMERICA

(Continued from page 371)

He is an enthusiastic trustee of the Massachusetts Institute of Technology (his Alma Mater), has contributed about \$1,000,000 to its expansion, and has his pleasure boats named the "Tech"—"Tech Jr. II" broke all records for speed last year. He farms, and farms successfully, on a gigantic scale, breeding the finest draft horses, and owns herds of registered cows, pigs and sheep. He built and controls the largest building on earth and controls one of the world's greatest life assurance companies.

While at Wilmington he threw himself into the work of creating an efficient National Guard, his belief being that the nation's citizens should fit themselves to defend their homes rather than saddle the country with a huge standing army. He was made Brigadier-General on the staff of three successive governors of Delaware.

Coleman du Pont's father, Antoine Bidermann du Pont, was not in the powder company. Early in life the father, with a brother, went West to seek his fortune. They finally settled in Louisville, Ky., where Coleman du Pont was born, on December 11, 1863. The two brothers acquired an interest in a paper mill, street railroads, coal mines in western Kentucky, and had their average share of ups and downs. Coleman du Pont early contracted a fondness for constructing things and was sent to the famous Massachusetts Institute of Technology, where he received the customary thorough training as a mining engineer.

### A PRACTICAL MINER

From the Tech, he went to Central City, Ky., and learned coal mining from underground up. He shouldered a pick and dug coal, drove mules, looked after the horses, served in the blacksmith's shop, shod mules and horses, did carpenter work, filled a fireman's job, ran an engine and tackled engineering problems. He lived the life of a miner, mixed with miners, and became the best-liked man on the property.

He rose to be superintendent and was largely instrumental in developing the Central Coal and Iron Company into an extensive enterprise. From a village and one general store and less than ten straggling dwellings when he started there, Central City grew to be a prosperous industrial town of 7,500 inhabitants with row after row of model dwellings for the working people. Superintendent du Pont, as the principal figure in the community, took the lead in remodeling Central City. He got the people to work with him enthusiastically in improving their living conditions and environment. His popularity and democracy enabled him to become an effective leader in this movement.

This he accomplished before he was thirty! At that age he left Kentucky for Johnstown, Pa.

"Why did you pull up stakes and leave your native territory?" I asked him.

"The best man in Western Kentucky coal fields, the president of the biggest coal company there, was getting \$4,000 a year," he replied. "I felt I wanted to try and see if I could not do better than that. I made up my mind to break into the biggest industry in the country."

"Arthur J. Mosham, the steel man of Johnstown, Pa., and Tom L. Johnson, afterwards Mayor of Cleveland, had started to work for my father at 50 cents a day, so I got a job as general manager with their concern in Johnstown, Pa." What was then the Johnson Company afterwards became the Loraine Steel Company, now a subsidiary of the United States Steel Corporation.

After five or six years, he became interested in street railways, and went into this on a large scale—he bought the car line in Johnstown, and built in New Jersey, New York and Alabama.

"I never liked work," he remarked.

(Continued on page 378)




## Ready in A Jiffy

# GEM

## GEM DAMASKEEN BLADES RAZOR

Cost most to make—least to buy and use. Efficient design and sturdy construction make outfit expensive to produce—dollar price and five-cent blades make it lowest priced real outfit to buy. To pay less is folly—to pay more is waste; be wise—buy a GEM.

**GEM CUTLERY CO., Inc., New York**  
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Just Snap the Clamp

and the GEM Blade's in place. ALWAYS Set the RIGHT angle for a good, smooth shave. Simple—convenient—compact. Only one way—and that's the GEM way.

**Double-Service Blades**

Beautifully balanced, of finest tempered steel. Take and hold a wonderful edge. Cost HALF as much—last TWICE as long.

**7 for 35c**

**\$100**

Life-Service for a Dollar-Bill

Outfit includes Shaving Frame and Strapping Handle with 7 DAMASKEEN Blades in sturdy handsome Case



## SYSTEM

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Buried in obscurity, by the sheer power of a keen idea Andrew Carnegie revolutionized all business in iron and steel.

Idea! Did they mean more in business than now? Not if we heed the words of a man as busy as Charles M. Schwab, Chairman of the Board of the Bethlehem Steel Co. For in speaking of SYSTEM as the great source of plans and methods from business everywhere, Mr. Schwab says, "I find it repays me for the time I give to it." And he adds: "Mr. Carnegie told me about his article in SYSTEM during our recent trip to Pittsburgh."

Why shouldn't you, too, gain by watching SYSTEM—some fortune-making idea, perhaps at least a score of knockers and plans and methods every month that will cut your business costs and are sure to make your earnings grow.

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If your newsdealer is already sold out, send 20 cents to the publishers, A. W. Shaw Company, Chicago or New York, or, if abroad, London.

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Brushing  
the  
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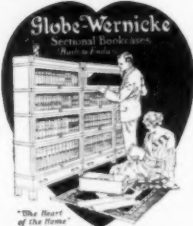
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### MEN WHO ARE MAKING AMERICA

(Continued from page 377)

"What?" I exclaimed. "For a man who never liked work you seem to have done a fair share of it."

"I mean it. I would rather play than work any day. I worked and worked hard while I was at it—only because I had to. I could not get along any other way to do things worth doing. I don't give a snap for money except that you cannot get on without it—and you cannot do little things for your friends, to say nothing of big constructive jobs, without capital."

It was at this stage of his career that the du Ponts of Wilmington called him to take the helm and try to steer the business into prosperous channels. How he succeeded is a matter of history.

Coleman du Pont has his own theory about roads and their upkeep. No man has done more to arouse the American nation to the necessity for good roads, both as a peace and a war measure.

### BELIEVES IN GOOD ROADS

"I believe that more money will be spent in the next 25 years in building roads than has been spent in the last 25 years in building railroads," he declared. "I have been building good roads since I was 19. At that age I found it was cheaper, and a little easier on my temper, to fill up the holes in the road than to be continually lifting wagons out of these holes."

"Provision must be made for maintenance; to keep a road good it must be maintained. This costs money—a lot of it. My plan to provide for this at first and to keep down road tax (one of the banes of modern life), is to have the State, the county, the city or whoever builds a road, set apart a width of, say, 250 feet, permanently reserving, say, 50 feet in the center for road purposes, pipe line, railways, telephone, etc. The building of a good road always advances the value of the adjacent land. Let the State, county or city lease the remaining 200 feet, 100 feet on each side of the roadway and in a very short time the income will far more than maintain the road."

"As an example: About 1791, I have been told, a law was passed in New York State, appropriating \$30,000 to build a stone road from Canal Street, New York City, north as far as the money would go. Suppose the State or city had acquired 100 feet on either side of Broadway from Canal Street to, say, Tarrytown, the income would probably amount today to \$100,000,000 annually."

"This is the system I am following in building the road through Delaware. I am going to give the road to the State and put the adjoining property in trust, the income from which forever will be available for roads or for other purposes."

Coleman du Pont married a second cousin, Miss Alice du Pont, of Wilmington, in the days when he was working at the coal mines in Kentucky. He has three daughters, two of them married, and two sons, the elder one being a student at the Massachusetts Institute of Technology, the younger son at Hill School.

NEXT WEEK—  
THE LIFE STORY OF A. BARTON  
HEPBURN—BANKER

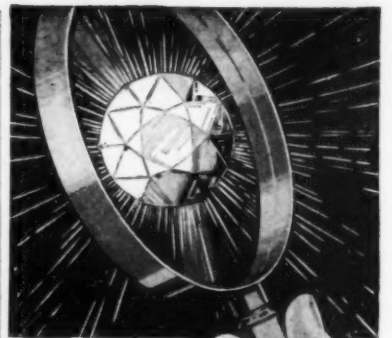
### A RELAPSE

"Did you cure that patient you had with the failing memory?"

"I thought so at one time," replied the doctor, "but I'm not so sure about it now. He went away and forgot to pay his bill."—Judge.

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## WATCHING THE NATION'S BUSINESS

BY THOMAS F. LOGAN

LESLIE'S WEEKLY BUREAU, WASHINGTON, D. C.

CRITICAL  
JUNCTURE  
IN OUR TRADE

AMERICAN prosperity was never in a more critical position than it is to-day. The export trade has reached the enormous total of \$4,333,000,000. This is largely due to war orders. Hundreds of thousands of men thrown out of work following the enactment of the Underwood tariff law are again receiving pay envelopes. All foreign nations are making preparations to recoup their losses in trade and profits following the close of the war. Great Britain has just arranged an annual subsidy of a quarter of a million dollars to a concern whose functions are to be similar to those of the American International Corporation, recently financed privately in New York, for the purpose of extending our foreign trade. England always has financed on a large scale her trade with South America and other countries where the United States has lately obtained a foothold. If this country is to maintain any considerable portion of its foreign trade, there must be adequate financial facilities. Yet recently, when the State Department urged New York bankers to grant a loan to China, the bankers declined, presumably because they did not want to take the risk when the administration holds that the flag does not protect American investments abroad. The solution of the Mexican problem will rest on the financing of Mexico by American bankers. Yet they are unwilling to make loans so long as no protection or guarantees are given to American investors in foreign countries. Thus the foreign trade depends very largely upon the American government's foreign policy. Important as it is to conserve the \$4,333,000,000 of export business, it is even more important to protect the \$36,000,000,000 of domestic business which furnishes the bone and sinew of American prosperity. Unless there is a movement toward a stronger foreign policy and a protective tariff to safeguard American industry and wages, conditions after the war may be disastrous.

RAILROAD  
DIRECTORS AS  
TRUSTEES

IN connection with the surrender of Congress on the wage increase to the trainmen's brotherhoods, it was recently suggested that the railroad directors are mere dummies for Wall Street, and it was proposed as a remedy for present conditions that other directors should be appointed by the President and approved by the Senate. It was even suggested that "the labor question should be placed in the hands of a Federal board named by the President, which would quickly oppose any unreasonable demands of labor." This particular suggestion, of course, was made before the President and Congress quickly accepted the demands of the trainmen's brotherhoods. Recent history would seem to indicate that what is needed is less political control. The railroads have been overdoctored and over-regulated. The railroad presidents and directors, it must be admitted, know their business better than many public officials understand the business of running the government. If there is an impression that railroad presidents are luxurious men and mere echoes of Wall Street the idea should be quickly dissipated by the facts. A. H. Smith, president of the New York Central lines, worked his way up to his present position from foreman of a construction gang on the road. Fred Underwood, president of the Erie, was a locomotive engineer; President Willard of the Baltimore and Ohio also was an engineer; President Rea of the Pennsylvania was once a rodman in a survey gang. Nine out of ten of the big railroad men worked their way up from the bottom. The railroad presidents and directors regard themselves not merely

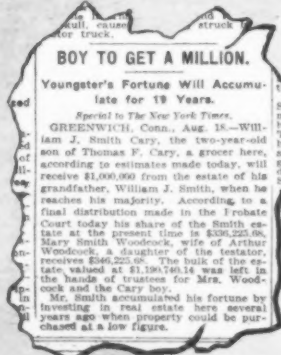
as trustees for thousands of stockholders, but as trustees for the public. That is why they would not yield to threat of a strike. They were not looking for political expedients. That sort of thing is for the politicians.

HOW ONE  
INDUSTRY WAS  
BUILT UP

TIN plate was not manufactured in the United States prior to 1890. The entire supply used in this country was imported from Wales. The McKinley tariff of 1890 imposed a duty of 2.2 cents per pound, and under the assurance thus given that the American producer would have a tariff advantage which would equalize the difference in the higher wages he must pay, tin plate factories were established first in Indiana and then in other States. In the Presidential campaign of 1892 the party that historically has been committed to a tariff for revenue only argued earnestly, and with conscientious conviction, that a protective tariff on tin plate would greatly increase the cost of the product to the domestic consumer. In 1899, after eight years of protection, the imports of tin plate had fallen to 108,424,826 pounds, and in the following year these imports fell to 2,613,564, a decrease of more than \$33,000,000 in value. The difference was made up by domestic production. Whereas in the first year of the operation of the McKinley tariff the domestic production was 42,000,000 pounds, the production in 1914 was 2,085,000,000 pounds. At no time between 1878 and 1891 did the price of tin plate at New York fall below \$4.30 per box, while the price for several years was above \$5, and for two years \$6 per box. But when it became apparent to foreign manufacturers that our tin plate industry had come to stay, the price was reduced in 1895 a full dollar a box, falling to below \$4. Eventually the price went as low as \$3.60. Thus protection gave tens of thousands of American workers employment and at the same time reduced the price to the domestic consumer.

IS THE  
PANAMA CANAL  
A FAILURE?

OFFICIALS of the United States most directly responsible for maintaining the national defenses are greatly worried over the Panama Canal. It appears to be impossible to secure uninterrupted and certain transit through that waterway. The slides are a problem that apparently cannot be mastered without the expenditure of a sum approximating one-half of the entire cost of the canal. Engineers who have carefully studied the problem express the opinion that the only certain method of preventing the slides is to remove the hills on either side of Gaillard Cut, a task comparable in magnitude to the original work. Major General Goethals is confidentially reported in Washington to be extremely disappointed. He has deferred his resignation and is doggedly fighting the natural agencies that block the canal from time to time. The United States government will not admit that the Panama Canal is a failure, but it is significant that there is renewed discussion of the possibility of utilizing the Nicaraguan route in case the Panama slides are not thoroughly mastered. The United States has exclusive rights for constructing a canal through Nicaragua, under the treaty ratified last spring. Unofficial estimates show a Nicaraguan canal would be cheaper than the removal of the slides. Years ago the Nicaragua Canal Company began to construct a waterway through that country. It finally gave up the attempt for lack of financial support. Had the United States guaranteed the company's bonds, the canal would have been finished long before the Panama Canal and would have cost this country far less.



## BOY TO GET A MILLION.

Youngster's Fortune Will Accumulate for 19 Years.

Special to The New York Times.  
GREENWICH, Conn., Aug. 18.—William J. Smith Cary, the two-year-old son of Thomas F. Cary, a grocer here, according to estimates made today, will receive \$1,000,000 from the estate of his grandfather, William J. Smith, when he reaches his majority. According to a final distribution made in the Probate Court today his share of the Smith estate at the present time is \$338,223.08. Mary Smith Woodcock, wife of Arthur Woodcock, a daughter of the testator, receives \$461,223.08. The bulk of the estate, valued at \$1,191,749.14 was left in the hands of trustees for Mrs. Woodcock and the Cary boy.  
Mr. Smith accumulated his fortune by investing in real estate here several years ago when property could be purchased at a low figure.

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COLLEGE

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Planning, but  
Making Provision  
Right Now!

DAD figures that inasmuch as he "got through" on the strength of an income derived from Uncle Burt's investments in centrally located properties in cities when they were young—that he will act likewise in the interest of the boy; let him too "grow up with the country", and reap the benefits thereof.

SO having put the Northwest Townsite Company's Five-City-Plan of Insured Investment up to Uncle Burt and received his enthusiastic O.K., Dad has made an initial payment of \$25 and is to save \$10 a month for sixty months. This will make him the owner of one property in each of five cities in five different states—cities located in distinct and separate zones of resources—but all of them receiving the stimulus of an investment of 230 million dollars, which colossal sum has recently been invested by three great transcontinental railroads to open up the last new Northwest and develop this empire of virgin resources.

UNCLE Burt says: "If one of these towns has practically doubled in population during the past six months THINK what your investment in these cities will be worth in five, ten, or fifteen years. Mark well the fact that you are now paying on an average of only \$125 per lot—why, man alive, any one of these holdings may, and probably will command more in their respective local markets within the next five years than you have paid for all five of these properties—I have seen it happen time and time again."

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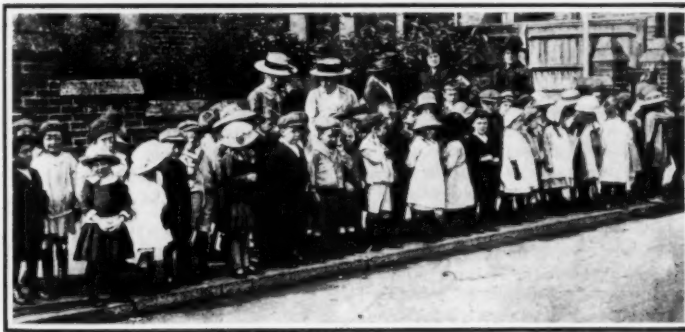
## SHOOTING DOWN A ZEPPELIN

(Continued from page 370)

crew, the argument being that spies or submarine crews would not be accorded military funerals. The prevailing opinion is that a quiet, unostentatious burial would have been far more fitting, than a public one. The few victims—male and female—of this last raid were buried quietly.

The hero of the hour is Lieutenant W. L. Robinson, Royal Flying Corps, who, after being in the air for two hours and attacking

another airship, succeeded in destroying this zeppelin, for which he has been awarded the Victoria Cross, and cash prizes offered by various individuals, to the amount of about \$2,500. He is only a lad and is as modest as he is capable. He is the second British airman to get the Victoria Cross for bringing down a zeppelin, the other being Lieutenant Warneford, who was killed during an exhibition flight in Paris shortly after his brilliant exploit.



SCHOOL CHILDREN WATCH THE FUNERAL

They lined the streets as the bodies of the German airmen were carried past in neat coffins. Many such children have been killed in previous raids.

## WITH KUROPATKIN'S ARMIES

(Continued from page 368)

but that when this intelligence was brought to the German officers it seemed so impossible that, fearing a trap, they hesitated, and Riga remained Russian.

Riga is supposed to have been evacuated by civilians but many still remain, though the city is bombarded from the air almost daily, and is within the sound of the heavy guns, which roar and grumble night and day. Not only do some of the inhabitants remain, but refugees from more disorganized parts of the war zone have established themselves there. Life centers around the principal streets; elsewhere endless rows of vacant houses and an unnatural silence make it seem a city of the dead.

Finally we came to the land of the moles, at the threshold of which motors stop. In case of quick necessity one can dive in almost any direction and be reasonably sure of finding a hole. The commander of a battery strolled out to meet us. He wore his service blouse with as much sartorial solicitude as if it were a boulevard cut-away. He carried his head tilted back at that angle which gazes out upon the world in critical detachment. His gold-rimmed glasses were balanced dexterously a little below the bridge of his long, thin nose. He was an interesting example of ultra civilization, but why was he commanding a Russian battery, and a most important one? He led us into his domain, and then all sorts of evidence began answering that question. The kingdom of his rule was swept and garnished as if ready for inspection by ladies of court. He passed through the ranks of his men aloofly, his glance looking distantly through them rather than at them, but when he looked, they jumped. He crooked his finger, they leaped. He was the idol of their respect, love, and fear, but remained always completely beyond their interpretation. We took a pace through the woods as if we were on a polite botanical expedition.

The observation station, said the commander, had a unique view of the enemy. We made our way along a path through the swamp and brush until we came to the foot of a magnificent tree. Then we stripped ourselves of everything that might catch a glint of the sun. A ladder, built against the trunk, ran out of sight into the darkness of the branches above. The commander remarked that such stations are of very short life at the best.

When we got to the little box at the top he gently parted the branches with his fingers and it was an extraordinary, unbelievable, undreamed-of view. The possibility of the existence of such a station could come only through the unusual conditions which there existed. A swampy meadow, two hundred to five hundred yards wide, ran in either direction as far as the eye could follow. The meadow separated the trenches, and the border of the meadow on each side was a thick row of tall trees. The munition factories will have to turn out many shells before all of those sentinels can be mowed down.

It was like being in a captive balloon, suspended over the Russian trenches. I felt that if I were allowed to stretch my head a little ways through the protecting leaves I would even be able to look down upon the German helmets. The observer, with his telephone, was sitting on a platform just below us. The commander spread out a map, drawn with colored pencils, and then made some explanation to me in Russian, following the map with his finger. This apparently had some connection with his next immediate action. He gave an order to the observer who touched his lips to the telephone transmitter. There had been sporadic dueling going on between the big guns—now things began to happen in earnest. Tons of black earth leaped up from the German trenches. Over this hell gathered a thick, white smoke.

I would have given a pound of flesh—I would even have cancelled my permit—to have been allowed five minutes with camera and telecentric lens.

Unfortunately an interruption came to any further contemplation of this curtain of fire hung for my vision. It was the activity of the reply from the enemy. My commander sent me down the ladder on the double quick.

These engagements along the Russian front, flaring sometimes into minor "strafing," sometimes into portentous threats, are a part of the new strategy of trench warfare which aims never to allow the enemy more than a guess at what is meant to be serious and what is not. It was this sort of mobile harassing which kept the Austrian lines so unstable in the south and allowed Brusiloff to break through now here and now there, giving the enemy at no time a chance to concentrate effectively.

(To be concluded next week.)

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**SALESMEN WANTED EVERYWHERE BY A** responsible house. We give \$40 commission on each machine sold. You should average two a week. Sell Chemical Fire Engines to factories, stores, Fire Depts., etc. No capital required; exclusive territory; goods well advertised. Ajax Fire Engine Works, 95 N. Liberty St., New York.

**AGENTS—SNAPPIEST HOUSEHOLD LINE** on earth. Red hot sellers, steady repeaters—100% profit. 250 light weight, fast selling, popular priced necessities. Agents outfit free. Get busy—quick—write today; a postal will do. American Products Co., 9465 3rd St., Cincinnati, O.

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### SALESMEN WANTED

**SALESMEN SELLING RESTAURANT, HOTEL,** cafe, cigar, pool, drug, general store trade, can do big business with our new live pocket side line. All merchants in towns 100,000 and under want it. \$5.00 com. each sale. No collecting. No expense or risk to merchant. We take back all unsold goods. Canfield Mfg. Co., 208 Sigel St., Chicago.

**WANTED—SALESMEN TO SELL HIGHEST** quality aluminum cooking utensils to dealers. Commission basis. Can be carried as side line. Address Ipalco, Lemont, Ill.

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**WRITE NEWS ITEMS AND SHORT STORIES** for pay in spare time. Copyright book and plans free. Press Reporting Syndicate, 903, St. Louis, Mo.

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### BOOKS

**THE "LETTERS OF A SELF-MADE FAILURE"** ran serially for ten weeks in Leslie's and were quoted by more than 200 publications. If you sit in "the driver's seat" or merely plod along beside the wagon, whether you are a success or think yourself a failure, you will find this book full of hope, help and the right kind of inspiration. If you believe that it is more important to know why ten thousand fail rather than why one man succeeds, read this book. The Letters are written in epigrammatic style with a touch of irresistible humor, and they impart a system of quaint philosophy that will appeal to everyone regardless of age, sex or station. Price \$1.00. Leslie-Judge Co., 225 Fifth Avenue, New York City.

## COMPLAINTS AND COMPLIMENTS

**MR. FRED W. WORKMAN** of San Francisco is "much disgusted" with some of the things he sees on LESLIE's editorial page. "You quote Judge Gary," he writes, "where he says employers should treat their employees justly and liberally. Why don't he stand for that in the Steel Trust? You need more faith in humanity and the common, ordinary citizen."

In a long letter defending the closed shop, Mr. Edwin Jones, Jr., of Anacortes, Wash., says: "Labor, you must remember, produces all things in this world and maintains them. Therefore it is entitled to all that it produces, and no man has the right to live from the labor of any other man. That is the idea of the closed shop, so that the worker can demand his just dues by force of strike if he cannot get them any other way."

The world-wide interest in LESLIE's is indicated by a letter from a Petrograd correspondent. "I have not met anyone," he writes, "who was not more or less familiar with LESLIE's since the beginning of the war. Everyone in Norway seemed to have followed it and in the kiosks in Christiania LESLIE's was hung in the most conspicuous place among the foreign periodicals. I have also found it in the reading rooms of the hotels, where there are almost no other foreign periodicals and no other American ones."

## CIVILIZED

**EDITOR'S NOTE:** The writer of these verses is a Sioux Indian who had to make his own way in the world and who began writing for publication only four years ago. His lines voice the feeling of many a red man who finds something lacking in the white man's civilization.

We've laid down the tomahawk, hung up the bow,  
Put away the scalping knife, let the fighting go.  
Amidst the lonely wilds where our sires were born  
We're growing fine potatoes, string beans, and corn.

We're wearing paleface shirts, giving interviews;  
Sitting 'round in easy chairs, and reading the news.  
Along the game trails we knew and valued so  
The humming, smelly, streaking "choo choo" cars go.

The dense black smoke floats now across the sky  
Where flocks of fat wild geese once used to fly.  
Our teepees have gone, we sleep well housed at night,  
But somehow, now, the stars don't seem to shine so bright.

WHITE EAGLE.

## NEW YORK'S GOOD SHOWS

**ATTRactions TO WHICH YOU MAY SAFELY TAKE YOUR WIFE OR SISTER**

Astor	The Guilty Man	Strong, well-performed melodrama
Belasco	The Boomerang	Last season's comedy success still going strong
Booth	Pierrot the Prodigal	Unusual production of oldtime pantomime
Casino	Flora Bella	Lina Abarbanell in graceful musical comedy
Cohan's	Seven Chances	Highly amusing farce comedy of marriage in haste
Comedy	Washington Square	Players in interesting series of one-act plays
Eltinge	Cheating Cheaters	Comedy—melodrama of unusual merit
Gaiety	Turn to the Right	Laughable comedy of rural life, introducing crooks and reform
Globe	The Amber Empress	Clever but conventional musical comedy
Harris	Fair and Warmer	The best farce of last year off to a new start
Hippodrome	The Big Show	Usual Hippodrome spectacle, with Pavlova as an added attraction
Hudson	Pollyanna	Well-played but decidedly strumpy comedy of youth and gladness
Longacre	Nothing but the Truth	William Collier in entertaining farce-comedy
Lyceum	Mister Antonio	Otis Skinner in character, rather weak play
Lyric	The Flame	R. W. Tully's play of the Voodoo lands. Splendidly presented, but a bit confusing
Playhouse	The Man Who Came Back	Loud drama of "up from the depths"
Republic	His Bridal Night	Stupid and rather vulgar farce, with the Dolly Sisters as a redeeming feature
39th Street	Very Good Eddie	Scintillating musical comedy of last season
44th Street	The Girl from Brazil	Better than average musical comedy



## How Present-Day Parents Keep the Hat-Rack Filled

These are times when the Home attractions must win against a host of outside allurements. Yet Carom and Pocket Billiards played at home are doing it. You should send for our free color-book and learn the lifetime charm of playing billiards; learn the delight of parents, boys and girls.

## \$5 Brings a BRUNSWICK HOME BILLIARD TABLE

\$2.50 Monthly Soon Pays the Balance

As the nights grow longer, let your sons and daughters entertain at home. Let billiards brighten your own leisure hours and bring you perfect health. You can afford a small payment now as well as later. So why postpone these hours of merry conquest? Complete high-class Playing Outfit of Balls, Cues, etc., included without extra cost.

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Send free, your color-photo book  
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## Weight versus Gas

The cars that sell fast today are the light-weight, low gas-consuming cars.

To offset the high price of gasoline, the best engineering talent in the world has perfected light-weight steels and scientific body construction. Aluminum has been largely used despite its scarcity. In almost every part of the machine excess weight has been eliminated.

Strange to say, no one seems to have given much consideration to the weight of tops.

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Single Texture Top Material

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Write for samples and booklet and latest list of cars equipped with Rayntite Tops

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## HAVONE

**THE** man who makes an Art of living carries his cigarettes in a Havone Case.

His cigarettes are not crushed together, muddled or broken, as in the ordinary case; but **upright**, each in its own compartment, clean and inviting. By the grace of Havone, the act of offering a friendly smoke becomes an accomplishment. The Havone is as easily filled

as the ordinary cigarette case. Havone Cigarette Cases are made in heavy Silver-plate, Solid Sterling and 14 K Gold. The silver-plated cases at \$5 are especially popular.

If your dealer hasn't stocked up on the HAVONE, send us \$5 and we will mail you one direct—either plain finish, or with monogram spot, or one of the all-over patterns.

At any rate, send us your name on a post-card for one of our handsome catalogues.

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For defense against invasion of the elements, CERTAIN-TEED Roofing is the real "national guard". It protects our buildings from the violence of storms; successfully resists the attacks of rain, hail, sleet and snow; is unaffected by the sharp assaults of frost, and the withering fire of mid-summer sun. It even withstands the ravages of time, for

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is guaranteed for 5, 10 or 15 years, according to ply (1, 2 or 3). Experience proves that it will outlast the period of guarantee.

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### "The Shock Absorber"

**THIS** picture, in full colors, 9x12, just as it appears on the cover of the May 20th Judge, has been prepared, free from all printing, mounted on a heavy double mat ready for the frame.

*It will be sent postpaid on receipt of twenty-five cents*

**Judge Art Print Department**  
 225 Fifth Ave. New York City

## EXPORT PROMOTION BUREAU

EDITED BY W. E. AUGHINBAUGH



SHANGHAI'S NEW CHAMBER OF COMMERCE

This splendid building in the great Chinese port is the permanent home of the Chinese Chamber of Commerce. China is progressing rapidly along commercial lines, and her trade with the United States is expanding.

**D**ESPITE the marked decrease in the number of cattle of the country, the exportation of meats of all kinds has trebled since the beginning of the European war, and of beef alone ten times as much has been shipped abroad as before the hostilities. In 1914 our meat exports were 455,000,000 pounds; in 1915 we shipped 855,000,000 pounds and up to the present month in 1916 1,339,000,000 pounds of meats has been sent to Europe, Great Britain, France and Italy consuming practically all of these supplies.

Notwithstanding these record exports of the last two years there was a pronounced falling off in cattle importations into the United States, this year's entries amounting to only 71,000,000 pounds as against 180,000,000 pounds in 1914. Of these imported cattle Mexico and Canada contributed the largest share. Neither of these lands for obvious reasons is in position to maintain its normal exportations of food cattle to this country and will not be for years to come. The price of meats will therefore go still higher. Some legislation to regulate the exportation of foodstuffs in such times as these is imperatively needed.

Germany does not fear a "war after the war" as the British public and press have been suggesting. It is authoritatively stated that Germany has no stock of manufactured materials on hand to "dump" anywhere, having consumed all such goods herself during the isolation of the past two years, while it seems certain that the post bellum labors of her soldiers will be devoted to furnishing supplies urgently needed at home. Indeed it is predicted that for two or three years after the war is over all cargoes will be one way only—to Germany, and that her vast merchant marine, most of which is intact in neutral harbors, will be engaged in carrying raw materials to be converted into factory products. If true, and it is entirely within the range of possibilities, this means an extended period of prosperity for American manufacturers.

The value of American exports carried in United States vessels for the fiscal year ending June, 1916, was \$490,000,566 as compared with \$284,000,450 for the previous fiscal year. Despite this the bulk of our export and import shipments was carried in foreign bottoms. And nothing was done to aid the American shipper by the Congress which has just adjourned.

The growth of American foreign commerce during the first seven months of the calendar year is staggering to contemplate. Our exports and imports during the period named were \$4,304,040,948 being an increase of over \$1,500,000,000 as compared with the same period in 1915. The British Empire was our best customer, the business

done reaching the sum of \$1,929,133,117. Trade with Japan nearly doubled during this time in 1916 over the corresponding period of 1915, our exports to the Land of the Rising Sun being \$57,537,202 as against \$25,588,626 last year.

With every other country of the world our trade has shown a decided increase except Germany, with whom we did in 1915 a business amounting to \$11,649,767 as against \$1,118,233 in 1916.

The United States took 61.5 per cent. of the world's rubber, or 97,000 tons last year, 71,400 tons of which went into the manufacture of automobile tires. Great Britain consumed 9.6 per cent. of the world's rubber production in the same time as against Russia's 7.6 per cent.; France's 7.2 per cent.; Italy's 4.8 per cent.; Canada's 2.5 per cent.; Japan's 1.6 per cent.; Australia's 1.6 per cent., and Scandinavia's 1.4 per cent. Owing to the heavy duties and taxes imposed upon rubber growers and collectors by the impoverished Brazilian government it is expected that this year's rubber crop will be about 40 per cent. less than last year, and as a consequence higher prices will prevail.

### ANSWERS TO INQUIRIES

O. L. F.: Carpet sweepers might sell in Europe but not in the warm countries of Asia, Africa, or Latin-America. This is equally true of vacuum cleaners.

M. C.: I would not advise you to ship a consignment of second-hand American-made clothes to Latin-America. The duties would be prohibitive and they would be hard to sell.

I. T. O. A. Co.: Second-hand American automobiles form the taxi-cab service of Buenos Aires and Rio de Janeiro. Taxi fares are much cheaper in these countries than in the United States.

P. T. T.: Matches are produced in small factories throughout Latin-America. They are usually of wax or paraffine. The right to manufacture them is granted by governmental concessions and is practically a monopoly.

L. P. C. Co.: Cement is being manufactured in Cuba, Mexico and in the Argentine. There are large deposits of stone adapted for this purpose in Brazil, India and China. The demand for cement is extensive, especially in construction work and house building in warm countries. Germany formerly held a large share of this trade, England, Denmark and Italy being close competitors.

O. P. C.: The University of Pennsylvania has a school designed to instruct young men for positions in the diplomatic and consular corps. Positions of this kind do not pay well and diplomatic officers of the United States are never pensioned. I would rather have my son enter one of the professions or active business.

D. W. P.: In many foreign countries letter carriers are paid a fee for each letter they deliver by the person receiving it. Second-class mail, such as printed matter, is supposed to be delivered without charge by the carrier, but unless he is heavily tipped these packages seldom or never reach their destination. To be sure that your foreign mail is delivered always register it. These statements do not apply to Great Britain and her colonies, Austria-Hungary, Germany, France, Denmark, Holland, Belgium, Norway and Sweden, but are practically true of the remaining nations of the world, especially Turkey, Spain, Portugal, China and all of Latin-America.

I. C. Co.: Motor cycles are used quite extensively all over the world, especially in the Far East and Latin-America. I should advise an exclusive agency in each large town and in some instances it might be advisable to make an advertising allowance, although it would be better to give a discount covering this, and require your representatives to expend a certain amount in advertising.





A DAY'S CATCH OFF HONOLULU

Five gamy sharks that gave the angler several hours' good sport. Anglers from Maine to California spend parts of the winter in Hawaiian waters, which hold the record for many game catches. Hawaii is not only the angler's haven, but is a paradise for the traveler. There one finds an all-year-round playground for golf, tennis, ocean surf-board riding and Hawaiian out-rigger canoeing, hotels as modern as any in the States, motoring among volcanoes, canyons and through beautiful wooded regions and vast tropical plantations. The Mid-Pacific Carnival, from February 19 to 24, 1917, will be unique.

## LESLIE'S TRAVEL BUREAU

EDITOR'S NOTE—This department will give specific information to LESLIE's readers who are planning to travel at home or abroad. Correspondents are requested to state definitely their destination and time at which the proposed trip is to be made. This will facilitate the work of this bureau. Stamps for reply should be enclosed. Address Editor Travel Bureau, LESLIE'S WEEKLY, 225 Fifth Avenue, New York City.

### TRAVEL MAKES FOR PROSPERITY

ONE of the war's greatest lessons to America has been faithfully taught. Americans are seeing America as never before. After investigating the merits of American claims for two or three seasons, they have found so many new experiences under the Stars and Stripes it is safe to say that America will hold its own as a land for tourists after peace shall have been declared. Wisconsin and Colorado have had the biggest resort season in their history. Colorado tourist travel is estimated to have numbered 175,000, or 50 per cent. over last year. Tourist business greatly in excess of former normal years is reported for California and similar reports are coming in from many eastern points as well as from Canada. Simultaneously the Interstate Commerce Commission states that for the year ending with June last, the net operating revenues of the railways increased by \$326,401,568. Such signs of prosperity are welcome when one considers that previous to the war traveling Americans each year carried \$300,000,000 or more to European lands. This vast sum, and probably as much again, has been spent in our own land during the past year with a result that is felt far and wide. Railroads, hotels, farmers, ranchers, small boarding house and inn keepers all have benefited by the heavy travel throughout the country, and it is hoped that it will continue from season to season. There are so many regions of summer delight in the United States and Canada that it would take many seasons to see them all; many winter vacations would be required to visit all the delightful resorts of California, Hawaii,

the Florida Riviera, and the beautiful Gulf resorts that are coming into their own at last.

Many regions of America still unexplored are equal to any abroad. If Americans continue to confine their travels to this continent and spend their money at home, it is reasonable to expect that, with freedom from legislative handicaps, the railroads will soon extend to and through many scarcely known but wondrously attractive localities. New hotels and resorts will appear, and the great scenic stretch between the Appalachian range and the Ozark, from the Mason and Dixon line north to Canada, will be developed. Scenically this region is as rich as many better known sections of the country, but mainly because of poor hotel accommodations tourist travel has been diverted to well-advertised places. During the past season new auto highways have opened up new regions for auto tourists, such as the Yosemite, Yellowstone and the Columbia River Valley; great improvements in train service have been made in remoter sections for those seeking new experiences. Hotel accommodations all over the country are being improved and augmented, the most stupendous project of the kind being the building of the new \$12,000,000 Hotel Commodore in New York, the tourist center of the country. When completed this will be the largest in the world and will have 2,000 rentable sleeping rooms at prices much more attractive than have usually prevailed at new first-class hostleries. The benefit to Americans of "seeing America first" are being felt everywhere. Let the good work continue.

R. G. W., Claremont, W. Va.: Apply direct to the steamship lines sailing to foreign ports. I can give you no assistance or advice as to how to work your passage, or information as to any lines on which this might be possible.

A. L. B., Pittsfield, Mass.: The Morgan Line Steamers run direct between New Orleans and New York. The trip takes five days, and steamers leave both ports on Wednesdays and Saturdays. Circle tours, one way by water, \$75.

W. E. A., Lexington, Tenn.: Niagara Falls is an all-year round resort. The fall is considered by many to be the best time to visit northern New York, Buffalo and Niagara. Good accommodations can be had at numerous boarding houses at the Falls from \$1 a day up, at hotels from \$2 up. Side trips to the principal points of interest cost from 50 cents to \$1.50. Booklet mailed.

F. B. W., Virginia, Minn.: There are no reduced rate winter tourist fares to the Pacific Coast. Your local railroad agent can give you rate from Duluth to San Francisco via Portland. Obtain information as to business opportunities in California, by writing to the Chambers of Commerce of the principal cities of California or to the California Development Board, Ferry Building, San Francisco, California.

H. S., Pittsburgh, Pa.: A pleasant three or four days' honeymoon trip from New York is via Old Dominion Line to Old Point, where a day could be

spent visiting the Fort, Hampton Institute, Soldiers' Home and the Chamberlin Hotel. You could return by way of Richmond or via Washington making stops at either city. The Old Dominion Line issues circle tour tickets covering these trips, with all expenses included, for \$19.

F. R. G., Barnesville, Ohio: A week's trip for two from Cleveland to New York and return to Pittsburgh could readily be made on \$100. The fare from Cleveland to New York is \$11.93 via lake steamer, rail and Hudson River Day Line; from New York to Pittsburgh via R. & O. \$9.50. This with Pullman would bring transportation to about \$50, leaving the other \$50 for meals, sight-seeing, etc. By the exercise of economy \$7 a day would cover hotel and incidental expenses.

F. C. M., Harrisburg, Pa.: The tours to which I referred in a previous issue of the Travel Bureau were the Rail-Water Circle Tours of the United Fruit Company from any point within an imaginary circle drawn through and including New York, Niagara Falls, Chicago, St. Louis, New Orleans and Havana, in either direction, for \$87.15 or \$85.15 according to route. These tickets limited to six months are on sale daily, but routing via Mississippi River steamer between New Orleans and St. Louis is not permissible. If you are desirous of making the River trip as well as visiting Havana, you will have to purchase tickets from point to point, bringing the total cost of the trip much higher.

## 453,952,298 Passengers Safely Carried



The Steel Car Route

Four Hundred and Fifty-three Million, Nine Hundred and Fifty-two Thousand, Two Hundred and Ninety-eight passengers were carried by the Pennsylvania Railroad System during the last two and a half years without the loss of the life of a single passenger in a train accident.

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16,658,649 efficiency tests made on the Pennsylvania Railroad during the past three and a half years show a perfection average of practically 100 per cent. for trainmen in the observance of signal orders and train rules.

The Rochester, N. Y., *Post Express* says: "In the matter of protecting the lives of its patrons the Pennsylvania has set an example of perfect railroad service."

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The Standard Railroad of the World

**Health—Looks—Comfort**

Wear this scientifically constructed health belt, endorsed by physicians and surgeons. A light but durable support for the abdomen which greatly relieves the strain on the abdominal muscles. Recommended for obesity, lumbar, constipation, spinal deformities, floating kidney and all weaknesses in the abdominal region.

**THE "WONDER" HEALTH BELT**

WITH Releases the tension on the internal ligaments and causes the internal organs to resume their proper positions and perform their functions in a normal, healthful way. Easy to adjust—a great comfort to the wearer. For men, women and children. Write for descriptive folder or send \$2 for the belt on money-back guarantee. In ordering send normal measure of your waist and give name of your regular druggist.

**THE WEIL HEALTH BELT CO.**  
106 Mill Street New Haven, Conn.  
DRUGGISTS: Write for proposition and full particulars.

**FREE TRIAL**

Cut out this ad and mail it to us, with your name and address (no money); and we will send you our **FAMOUS KAMAK RAZOR** by return mail, postpaid. You may use the razor for 30 days **FREE**; then, if you like it, pay us \$1.85. If you don't like it return it. **SEND NO MONEY.**

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**T**HE man who makes an Art of living carries his cigarettes in a Havone Case.

His cigarettes are not crushed together, muddled or broken, as in the ordinary case; but **upright**, each in its own compartment, clean and inviting.

By the grace of Havone, the act of offering a friendly smoke becomes an accomplishment.

The Havone is as easily filled as the ordinary cigarette case.

Havone Cigarette Cases are made in heavy Silver-plate, Solid Sterling and 14 K Gold. The silver-plated cases at \$5 are especially popular.

If your dealer hasn't stocked up on the HAVONE, send us \$5 and we will mail you one direct—either plain finish, or with monogram spot, or one of the all-over patterns.

At any rate, send us your name on a post-card for one of our handsome catalogues.

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## The national guard

For defense against invasion of the elements, CERTAIN-TEED Roofing is the real "national guard". It protects our buildings from the violence of storms; successfully resists the attacks of rain, hail, sleet and snow; is unaffected by the sharp assaults of frost, and the withering fire of mid-summer sun. It even withstands the ravages of time, for

## Certain-teed Roofing

is guaranteed for 5, 10 or 15 years, according to ply (1, 2 or 3). Experience proves that it will outlast the period of guarantee.

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**CERTAIN-TEED** Roofing is made of the best quality roofing felt, thoroughly saturated with a blend of soft asphalt—the formula of the General's Board of Expert Chemists. This soft saturation is then coated with harder asphalt, which prevents the drying-out process, and keeps CERTAIN-TEED impervious to the elements for years.

**CERTAIN-TEED** is made in rolls; also in slate surfaced shingles. There is a type of CERTAIN-TEED Roofing for every kind of building, with flat or pitched roofs, from the largest skyscraper to the smallest residence or out-building.

**CERTAIN-TEED** is sold by responsible dealers all over the world, at reasonable prices. Investigate it before you decide on any type of roof.



### "The Shock Absorber"

**T**HIS picture, in full colors, 9x12, just as it appears on the cover of the May 20th Judge, has been prepared, free from all printing, mounted on a heavy double mat ready for the frame.

*It will be sent postpaid on receipt of twenty-five cents*

**Judge Art Print Department**  
 225 Fifth Ave. New York City

## EXPORT PROMOTION BUREAU

EDITED BY W. E. AUGHINBAUGH



SHANGHAI'S NEW CHAMBER OF COMMERCE

This splendid building in the great Chinese port is the permanent home of the Chinese Chamber of Commerce. China is progressing rapidly along commercial lines, and her trade with the United States is expanding.

**D**ESPITE the marked decrease in the number of cattle of the country, the exportation of meats of all kinds has trebled since the beginning of the European war, and of beef alone ten times as much has been shipped abroad as before the hostilities. In 1914 our meat exports were 455,000,000 pounds; in 1915 we shipped 855,000,000 pounds and up to the present month in 1916 1,339,000,000 pounds of meats has been sent to Europe, Great Britain, France and Italy consuming practically all of these supplies.

Notwithstanding these record exports of the last two years there was a pronounced falling off in cattle importations into the United States, this year's entries amounting to only 71,000,000 pounds as against 180,000,000 pounds in 1914. Of these imported cattle Mexico and Canada contributed the largest share. Neither of these lands for obvious reasons is in position to maintain its normal exportations of food cattle to this country and will not be for years to come. The price of meats will therefore go still higher. Some legislation to regulate the exportation of foodstuffs in such times as these is imperatively needed.

Germany does not fear a "war after the war" as the British public and press have been suggesting. It is authoritatively stated that Germany has no stock of manufactured materials on hand to "dump" anywhere, having consumed all such goods herself during the isolation of the past two years, while it seems certain that the post bellum labors of her soldiers will be devoted to furnishing supplies urgently needed at home. Indeed it is predicted that for two or three years after the war is over all cargoes will be one way only—to Germany, and that her vast merchant marine, most of which is intact in neutral harbors, will be engaged in carrying raw materials to be converted into factory products. If true, and it is entirely within the range of possibilities, this means an extended period of prosperity for American manufacturers.

The value of American exports carried in United States vessels for the fiscal year ending June, 1916, was \$490,000,566 as compared with \$284,000,450 for the previous fiscal year. Despite this the bulk of our export and import shipments was carried in foreign bottoms. And nothing was done to aid the American shipper by the Congress which has just adjourned.

The growth of American foreign commerce during the first seven months of the calendar year is staggering to contemplate. Our exports and imports during the period named were \$4,304,040,948 being an increase of over \$1,500,000,000 as compared with the same period in 1915. The British Empire was our best customer, the business

done reaching the sum of \$1,929,133,117. Trade with Japan nearly doubled during this time in 1916 over the corresponding period of 1915, our exports to the Land of the Rising Sun being \$57,537,202 as against \$25,588,626 last year.

With every other country of the world our trade has shown a decided increase except Germany, with whom we did in 1915 a business amounting to \$11,649,767 as against \$1,118,233 in 1916.

The United States took 61.5 per cent. of the world's rubber, or 97,000 tons last year, 71,400 tons of which went into the manufacture of automobile tires. Great Britain consumed 9.6 per cent. of the world's rubber production in the same time as against Russia's 7.6 per cent.; France's 7.2 per cent.; Italy's 4.8 per cent.; Canada's 2.5 per cent.; Japan's 1.6 per cent.; Australia's 1.6 per cent., and Scandinavia's 1.4 per cent. Owing to the heavy duties and taxes imposed upon rubber growers and collectors by the impoverished Brazilian government it is expected that this year's rubber crop will be about 40 per cent. less than last year, and as a consequence higher prices will prevail.

### ANSWERS TO INQUIRIES

**O. L. F.:** Carpet sweepers might sell in Europe but not in the warm countries of Asia, Africa, or Latin-America. This is equally true of vacuum cleaners.

**M. C.:** I would not advise you to ship a consignment of second-hand American-made clothes to Latin-America. The duties would be prohibitive and they would be hard to sell.

**I. T. O. A. Co.:** Second-hand American automobiles form the taxi-cab service of Buenos Aires and Rio de Janeiro. Taxi fares are much cheaper in these countries than in the United States.

**P. T. T.:** Matches are produced in small factories throughout Latin-America. They are usually of wax or paraffine. The right to manufacture them is granted by governmental concessions and is practically a monopoly.

**L. F. O. Co.:** Cement is being manufactured in Cuba, Mexico and in the Argentine. There are large deposits of stone adapted for this purpose in Brazil, India and China. The demand for cement is extensive, especially in construction work and house building in warm countries. Germany formerly held a large share of this trade, England, Denmark and Italy being close competitors.

**O. P. C.:** The University of Pennsylvania has a school designed to instruct young men for positions in the diplomatic and consular corps. Positions of this kind do not pay well and diplomatic officers of the United States are never pensioned. I would rather have my son enter one of the professions or active business.

**D. W. P.:** In many foreign countries letter carriers are paid a fee for each letter they deliver by the person receiving it. Second-class mail, such as printed matter, is supposed to be delivered without charge by the carrier, but unless he is heavily tipped these packages seldom or never reach their destination. To be sure that your foreign mail is delivered always register it. These statements do not apply to Great Britain and her colonies, Austria-Hungary, Germany, France, Denmark, Holland, Belgium, Norway and Sweden, but are practically true of the remaining nations of the world, especially Turkey, Spain, Portugal, China and all of Latin-America.

**I. C. Co.:** Motor cycles are used quite extensively all over the world, especially in the Far East and Latin-America. I should advise an exclusive agency in each large town and in some instances it might be advisable to make an advertising allowance, although it would be better to give a discount covering this, and require your representatives to expend a certain amount in advertising.





A DAY'S CATCH OFF HONOLULU

Five gamy sharks that gave the angler several hours' good sport. Anglers from Maine to California spend parts of the winter in Hawaiian waters, which hold the record for many game catches. Hawaii is not only the angler's haven, but is a paradise for the traveler. There one finds an all-year-round playground for golf, tennis, ocean surf-board riding and Hawaiian out-rigger canoeing, hotels as modern as any in the States, motoring among volcanoes, canyons and through beautiful wooded regions and vast tropical plantations. The Mid-Pacific Carnival, from February 19 to 24, 1917, will be unique.

## LESLIE'S TRAVEL BUREAU

EDITOR'S NOTE—This department will give specific information to LESLIE's readers who are planning to travel at home or abroad. Correspondents are requested to state definitely their destination and time at which the proposed trip is to be made. This will facilitate the work of this bureau. Stamps for reply should be enclosed. Address Editor Travel Bureau, LESLIE'S WEEKLY, 225 Fifth Avenue, New York City.

### TRAVEL MAKES FOR PROSPERITY

ONE of the war's greatest lessons to America has been faithfully taught. Americans are seeing America as never before. After investigating the merits of American claims for two or three seasons, they have found so many new experiences under the Stars and Stripes it is safe to say that America will hold its own as a land for tourists after peace shall have been declared.

Wisconsin and Colorado have had the biggest resort season in their history. Colorado tourist travel is estimated to have numbered 175,000, or 50 per cent. over last year. Tourist business greatly in excess of former normal years is reported for California and similar reports are coming in from many eastern points as well as from Canada. Simultaneously the Interstate Commerce Commission states that for the year ending with June last, the net operating revenues of the railways increased by \$326,401,568. Such signs of prosperity are welcome when one considers that previous to the war traveling Americans each year carried \$300,000,000 or more to European lands. This vast sum, and probably as much again, has been spent in our own land during the past year with a result that is felt far and wide. Railroads, hotels, farmers, ranchers, small boarding house and inn keepers all have benefited by the heavy travel throughout the country, and it is hoped that it will continue from season to season. There are so many regions of summer delight in the United States and Canada that it would take many seasons to see them all; many winter vacations would be required to visit all the delightful resorts of California, Hawaii,

the Florida Riviera, and the beautiful Gulf resorts that are coming into their own at last.

Many regions of America still unexplored are equal to any abroad. If Americans continue to confine their travels to this continent and spend their money at home, it is reasonable to expect that, with freedom from legislative handicaps, the railroads will soon extend to and through many scarcely known but wondrously attractive localities. New hotels and resorts will appear, and the great scenic stretch between the Appalachian range and the Ozark, from the Mason and Dixon line north to Canada, will be developed. Scenically this region is as rich as many better known sections of the country, but mainly because of poor hotel accommodations tourist travel has been diverted to well-advertised places. During the past season new auto highways have opened up new regions for auto tourists, such as the Yosemite, Yellowstone and the Columbia River Valley; great improvements in train service have been made in remoter sections for those seeking new experiences. Hotel accommodations all over the country are being improved and augmented, the most stupendous project of the kind being the building of the new \$12,000,000 Hotel Commodore in New York, the tourist center of the country. When completed this will be the largest in the world and will have 2,000 rentable sleeping rooms at prices much more attractive than have usually prevailed at new first-class hostels. The benefit to Americans of "seeing America first" are being felt everywhere. Let the good work continue.

R. G. W., Claremont, W. Va.: Apply direct to the steamship lines sailing to foreign ports. I can give you no assistance or advice as to how to work your passage, or information as to any lines on which this might be possible.

A. L. B., Pittsfield, Mass.: The Morgan Line steamers run direct between New Orleans and New York. The trip takes five days, and steamers leave both ports on Wednesdays and Saturdays. Circle tours, one way by water, \$75.

W. E. A., Lexington, Tenn.: Niagara Falls is an all-year round resort. The fall is considered by many to be the best time to visit northern New York, Buffalo and Niagara. Good accommodations can be had at numerous boarding houses at the Falls from \$1 a day up, at hotels from \$2 up. Side trips to the principal points of interest cost from 50 cents to \$1.50. Booklet mailed.

F. B. W., Virginia, Minn.: There are no reduced rate winter tourist fares to the Pacific Coast. Your local railroad agent can give you rate from Duluth to San Francisco via Portland. Obtain information as to business opportunities in California, by writing to the Chambers of Commerce of the principal cities of California or to the California Development Board, Ferry Building, San Francisco, California.

H. S., Pittsburgh, Pa.: A pleasant three or four days' honeymoon trip from New York is via Old Dominion Line to Old Point, where a day could be

spent visiting the Fort, Hampton Institute, Soldiers' Home and the Chamberlin Hotel. You could return by way of Richmond or via Washington making stops at either city. The Old Dominion Line issues circle tour tickets covering these trips, with all expenses included, for \$19.

F. R. G., Barnesville, Ohio: A week's trip for two from Cleveland to New York and return to Pittsburgh could readily be made on \$100. The fare from Cleveland to New York is \$11.93 via lake steamer, rail and Hudson River Day Line; from New York to Pittsburgh via B. & O. \$9.50. This with Pullman would bring transportation to about \$50, leaving the other \$50 for meals, sight-seeing, etc. By the exercise of economy \$7 a day would cover hotel and incidental expenses.

F. C. M., Harrisburg, Pa.: The tours to which I referred in a previous issue of the Travel Bureau were the Rail-Water Circle Tours of the United Fruit Company from any point within an imaginary circle drawn through and including New York, Niagara Falls, Chicago, St. Louis, New Orleans and Havana, in either direction, for \$87.15 or \$85.15 according to route. These tickets limited to six months are on sale daily, but routing via Mississippi River steamer between New Orleans and St. Louis is not permissible. If you are desirous of making the River trip as well as visiting Havana, you will have to purchase tickets from point to point, bringing the total cost of the trip much higher.

## 453,952,298 Passengers Safely Carried



The Steel Car Route

Four Hundred and Fifty-three Million, Nine Hundred and Fifty-two Thousand, Two Hundred and Ninety-eight passengers were carried by the Pennsylvania Railroad System during the last two and a half years without the loss of the life of a single passenger in a train accident.

The chief factors in this safety record are all-steel cars, thorough inspection, sure signals, and a comprehensive system of efficiency tests.

16,658,649 efficiency tests made on the Pennsylvania Railroad during the past three and a half years show a perfection average of practically 100 per cent. for trainmen in the observance of signal orders and train rules.

The Rochester, N. Y., *Post Express* says: "In the matter of protecting the lives of its patrons the Pennsylvania has set an example of perfect railroad service."

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The Standard Railroad of the World

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Wear this scientifically constructed health belt, endorsed by physicians and surgeons. A light but durable support for the abdomen which greatly relieves the strain on the abdominal muscles. Recommended for obesity, lumbago, constipation, spinal deformities, floating kidney and all weaknesses in the abdominal region.

**THE "WONDER" HEALTH BELT**

WITH: Releases the tension on the internal ligaments and causes the internal organs to resume their proper positions and perform their functions in a normal, healthful way. Easy to adjust—a great comfort to the wearer. For men, women and children. Write for descriptive folder or send \$2 for the belt on money-back guarantee. In ordering send normal measure of your waist and give name of your regular druggist.

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## JASPER'S HINTS TO MONEY-MAKERS



**C. M. PHILLIPS**

Secretary and manager of the Louisville (Ky.) Title Company and leader in a movement to raise \$1,000,000 to aid in establishing new industries in Louisville.



**JAMES P. EDWARDS**

Former superintendent of the Metropolitan Division of the Western Union Telegraph Company at New York, recently promoted to be superintendent of the Western Division with headquarters in Chicago.



**LOOKS LIKE HUGHES**

Dr. William Beuhler, prominent as the head of Masonic relief work in Chicago. He has frequently been mistaken for the Republican candidate for the presidency.

NOTICE.—Subscribers to LESLIE'S WEEKLY at the home office, 225 Fifth Avenue, New York, at the full cash subscription rates, namely, five dollars per annum, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their papers and to answers in this column to inquiries on financial questions having relevancy to Wall Street, and, in emergencies, to answer by mail or telegraph. Preferred subscribers must remit directly to the office of LESLIE-JUDGE COMPANY, in New York, and not through any subscription agency. No additional charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be inclosed, as sometimes a personal reply is necessary. All inquiries should be addressed to "Jasper," Financial Editor, LESLIE'S WEEKLY, 225 Fifth Ave., New York. Anonymous communications will not be answered.

IT is surprising how optimistic, all of a sudden, the brokers are on a rising market. They knew, long ago, that war orders were booming certain industries and that foreign liquidation was exhausting itself, yet they hesitated to believe that the market could continue to advance.

It is always so. The man in Wall Street is not as good a judge of the business outlook as the man on the outside, away from the excitement, the rumors and the turmoils of speculative circles.

The reason why stocks have shown such strength is that the whole country is feeling the impulse to trade given by the enormous orders for supplies and materials of all kinds received from the fighting nations abroad.

Prominent financiers and eminent captains of industry, for a year past, with their clear vision, have been predicting that this would be a year of prosperity. Among the most eminent of these is Mr. Henry C. Frick, the real creator of the integrated and magnificent steel and iron industry of the United States as it now exists. When he predicted, as he did in a recent interview at Pittsburgh, the continued prosperity of our country and still higher prices for U. S. Steel, his prediction attracted wide attention.

The only danger Mr. Frick discerns in the near future arises from the possibility of labor agitation. Not only in the steel and iron market and all its allied industries is there a feeling of confidence in the future such as Mr. Frick's expression reflects, but we find it in every other line of business. Mr. Sol. Wexler, formerly of New Orleans, who has already made his place in the circles of high finance in New York City, is a firm believer in the future of the choicest of the automobile securities and those of companies engaged in the manufacture of automobile accessories. The strength of these securities evidences the correctness of Mr. Wexler's views. Those who have followed his sagacious counsels find a good profit to their credit.

The stock market bears every evidence of fundamental strength and the fact that this has been more strongly developed since the Maine election emphasizes the general belief that the next administration at Washington will advocate constructive policies for the relief of the railroads and for the

advancement of the business and banking interests of the country and the protection of our industries in order that the high standard of American wages can be maintained.

With wage-earners well paid and with the products of the farms and the mines selling at profitable prices, there is no reason why the prosperity of 1916 should not be continued all during next year.

Nor is there reason to expect that the war orders will cease at an early date, as indications are that the struggle abroad is becoming more bitter and relentless than ever and that it will end only by the subjugation of the one side or the other. That means, as it did in our own War between the States, a prolonged and exhausting struggle, deplorable as such an outcome will be.

The dividend-paying, well-established securities, both railways and industrials, are still safe to buy on all reactions. The bears are doing their best to bring about a market setback. The low-priced railway securities and the cheap industrials, especially the common shares of properties whose preferred shares are paying dividends, are being bought, regardless of intrinsic values, by speculators who realize the possibilities of boom prices either before or immediately after election.

But this is a good time to warn the public against the danger of buying new and unheard-of securities which promoters always foist upon the public when the stock market is actively advancing. Fight shy of these and stick to the securities that conservative and successful investors and speculators trade in.

F. Germantown, Pa.: Maxwell common is on a 10 per cent. dividend basis and is one of the best of the motor issues. It is a good semi-speculative stock.

B. Tiffin, Ohio: B. R. T. is in a rapidly developing territory, but its labor cost is increasing, and this may affect the dividend. Otherwise the stock would sell higher.

B. H., Janesville, Wis.: Chicago & Northwestern common and Canadian Pacific would have been excellent purchases at the prices you name, but they are now higher. They are still excellent.

M., Cedarville, N. J.: Though Kennecott Copper and Utah Copper are first-class mining propositions and are believed by many to be likely to go much higher, it is always prudent to take a substantial profit in a copper stock.

P., Mechanicville, N. Y.: American Woolen pfd. is an attractive industrial investment, the common a fair speculation. The upward tendency in the market must ultimately favor all the low-priced stocks. Woolen pfd. is safer than Kennecott for a long pull.

Auto Stock, N. Y.: 1. I do not advise the purchase of Emerson Motors until it has established its commercial success. Put your money in well-established automobile stocks. 2. I make the same suggestions in reference to the oil stocks. Buy the dividend-payers.

S., Cleveland, Ohio: American Chicle has advanced not only because of the improved condition of the business under President James's administration, but also because of the removal of the oppressive government tax on chewing gum, which ought to open the way for the re-establishment of dividends.

(Continued on page 385)

## That Smile Of Security



A leading banker recently said, "When the security of an investment begins to cause you anxiety, get rid of it."

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WHETHER it's \$100 or many thousands that you want to invest, you will find it profitable to consider the reliable and convenient investment service afforded by the financial houses which have established special facilities for handling out-of-town accounts. Their invitations to serve you, as they are serving thousands of others, appear in this and other issues of LESLIE'S.

They can render far more than merely a buying service; they can give accurate and helpful advice, and keep you on unprofitable offerings and direct you to the more profitable ones.

**Leslie's**  
Illustrated Weekly Newspaper



## JASPER'S HINTS TO MONEY-MAKERS

(Continued from page 384)

S., Elmira, N. Y.: 1. In view of its dividend record and of the business it is doing, Philadelphia Company is attractive at 39. 2. The copper stocks are all benefiting by the high price of the metal and the increasing foreign demand, but mining stocks are always the greatest sufferers when a slump comes.

M., Fort Ethan Allen, Vt.: Am. T. & T. is a more conservative investment than Kennecott Copper, American Locomotive, or Russian bonds. If tempted to buy either, I would place only a portion of my capital, reserving the bulk for better-seasoned issues.

B., Tiffin, Ohio: 1. National Fire Proofing has returned nothing to shareholders since January, 1915. The low price of the stock, only about one seventh of par, shows how little confidence is placed in the company's future. 2. United Motors is doing a very profitable business and its earnings justify dividends. It is well regarded by the bankers who are identified with it.

S., New York: U. S. Steamship Co. is a semi-speculative rather than a "safe" investment. The stock, par \$10, is selling at \$8, though it is paying dividends at the rate of about 9 per cent. yearly. Among good investments are Atchison, N. Y. C., U. P., So. Pac., Pennsylvania, N. & W., C. C. & St. L. pfd., Northern Pac., Great Northern pfd. and Lehigh Valley bought on reactions.

F., New Castle, Ind.: Dodge Manufacturing Co. reports increasing business and profits much above pfd. dividend requirements. It would seem inadvisable to sell a reasonably safe 7 per cent. domestic stock in order to invest in Russian bonds.

P., Boulder, Colo.: 1. Beet Sugar is already higher than the price you mentioned. It is a fair business man's investment. Repeal of the free sugar act helped it. The price of sugar is liable to decline after the war. 2. Chesapeake & Ohio and Erie first pfd. are still speculations, for nobody can tell when dividends will be declared. 3. Kennecott Copper ranks as a mining proposition with Anaconda and Utah. Copper will be in demand at the close of the war, but as the supply increases the price will decline. Many market observers believe that the coppers have exhausted their speculative possibilities. 4. Willys Overland is attractive. The company is making large profits.

W., Toledo, Ohio: 1. The declaration of a second quarterly dividend on Big Four pfd. establishes the stock on its former 5 per cent. basis. It is a purchase around \$2, for it is a Vanderbilt preferred stock. 2. Willys Overland Motor Company has increased its capitalization by \$28,000,000, but its earnings are so large that its working capital has been increased over \$31,000,000 since December 31, 1915. Its gross earnings this year, it is estimated, will reach \$150,000,000. 3. Lackawanna Steel is prosperous. It lately declared a yearly 6 per cent. dividend and earned more than 3 times this dividend in the 6 months ending June 30th last. The floating indebtedness has been paid off. The Lackawanna's prosperity presages what is to happen to Colorado Fuel & Iron.

M., Modora, Ind.: Anglo-American Oil, yielding about 6 per cent. on market price, is a seasoned dividend payer, and perhaps the safest in your list. Submarine Boat, though paying about 15 per cent. on present quotation, is not seasoned. Penn. Seaboard Steel Corporation is less than a year old, and though it paid an initial dividend lately of \$1 regular and 25 cents extra, the stock is speculative. Inspiration Copper, paying 13 per cent. on market price, and Kennecott Copper 11 per cent. are among the best of the copper propositions, but like all coppers are speculative. Sound dividend payers like Atchison, N. Y. C., Pennsylvania, U. P., Southern Pacific, National Lead, American Sugar, are among the stocks in which you might more safely invest your thousand dollars.

H., Bristol, Va.: 1. U. S. Steel common has had so big an advance lately that its speculative possibilities seem discounted. Insiders have taken large profits in the advance. Crucible Steel common and Baldwin Locomotive common, paying no dividends, are speculations, but the pfd. of each is a fair business man's investment. Earnings of Bethlehem Steel Company are so large that its common stock, even at its high price, is being bought for speculation. 2. There is no present indication of a "stiff reaction" in the standard railroad shares, though the unexpected sometimes happens. 3. If the high price of copper could be depended upon to endure, current figures for the copper stocks would be low, but there is no certainty that copper will remain at its present level after the war. Miami, Inspiration, Chino and Nev. Copper are good mining propositions. 4. International Steel & Shipbuilding Company is too new to be called a "safe" proposition.

Rock Island, Boston: The remarkable gain in Rock Island's earnings justifies the belief that the purchasers of the stock around 20 who are able to pay the assessment (no matter if it is as high as \$30 or \$50 a share) will in the end be well rewarded. For the assessment a marketable security of excellent grade will be exchanged and if the earnings of the Rock Island continue at their present rate, liberal dividends on the stock will be forthcoming. The only reason why the common is not bought at \$20 by speculators is because they fear that, in the reorganization, bankers may discriminate against the stockholders in some way, but the chances are that insiders themselves are buying the stock on every decline. The securities of all the railroads that parallel the Rock Island are fine dividend-payers, and since Rock Island has been

relieved of its undesirable acquisitions and put under efficient management it has begun to show what it can do.

New York, September 28, 1916.

JASPER.

### FREE BOOKLETS FOR INVESTORS

Readers who are interested in investments, and who desire to secure booklets, circulars of information, daily and weekly market letters and information in reference to particular investments in stock, bonds or mortgages, will find many helpful suggestions in the announcements by our advertisers, offering to send, without charge, information compiled with care and often at much expense. A digest of some special circulars of timely interest, offered without charge or obligation to readers of Leslie's, follows:

Many persons are looking for investments out of the usual line. To these the United Securities Review will be of interest. It contains a list of 75 stocks, quotations, dividend rates, prices, etc. Send for a free copy and circular 80 to Dawson, Lyon & Co., 42 Wall Street, New York.

Money has been made in the copper stocks, which have lately been displaying a steady activity. Investors will do well to get the information found in a free book of complete statistics on over 200 copper companies issued by L. R. Latrobe & Co., 111 Broadway, New York. The firm sells securities on the partial payment plan.

The march of progress in Oklahoma is enhancing the value of its lands. First mortgages on real estate in that commonwealth pay as high as 6½ to 7 per cent. They may be had of Aurelius-Swanson Co., Inc., 28 State National Bank Bldg., Oklahoma City, Okla. The firm will send to any applicant a booklet of information and lists of loans.

Investors show a preference for municipal bonds, because of their high degree of safety and freedom from income tax for many of them. The Continental Trust Co., 204 Fourth Ave., Dept. 8, Pittsburgh, Pa., offers such bonds paying 5½ to 6 per cent. and also government bonds and 5 per cent. collateral trust certificates. Write to the company for list and free booklet.

The sugar stocks have benefited much by the great war, especially those of companies in Cuba and Porto Rico. Tefft & Co., members New York Stock Exchange, 5 Nassau St., New York, specialize in the sugar issues and recommend them as conservative investments, paying good dividends. Full information on the subject will be furnished to anybody who may apply to Tefft & Co.

A "business man's investment" of a very practical nature is suggested to business men who can invest a small amount of their firm's money in a system which not only protects against fire but also pays large annual dividends in reduction of insurance premiums. Write to the General Fire Extinguisher Co., 278 West Exchange St., Providence, R. I., for the facts about their proposition. The National City Company announces the taking over of the bond department of the National City Bank of New York and the purchase of the business of N. W. Halsey & Co., dealers in investment securities. Among their offerings are New York City bonds free of income tax. Full particulars will be sent on request to the National City Company, National City Bank Building, New York. Millions have already been spent in the development of a great iron and steel center in a Texas City under the direction of men very prominent and successful in big business. The facts about this project will interest business men and investors generally. Write to the Texas Resources Development Co., 1119 Marquette Bldg., Chicago, Ill., for its free book of facts about this development project.

Now is the time to use savings bank deposits to buy the best of the \$100 bonds for which there is a growing demand. Bonds of this denomination of a class legal for investment by trustees and savings banks are dealt in by Merrill, Lynch & Co., members New York Stock Exchange, 7 Wall St., New York. It will pay savings bank depositors to ask this firm to send List L. W., which will be mailed gratis.

Those who desire to get into the active market and learn how odd lot orders are handled and executed should send for booklet K-4, "Odd Lot Orders," which may be had without charge of John Muir & Co., specialists in odd lots and members New York Stock Exchange, 61 Broadway, New York. This firm also issues bulletin No. 4, "Going Into Debt," a valuable exposition of the partial payment plan.

Before investing their surplus capital investors always study opportunities carefully. One of these is offered by S. W. Straus & Co., the well known bond house, 150 Broadway, New York, and Straus Bldg., Chicago. Wholeheartedly recommended are mortgage-backed real estate bonds secured by selected property in leading cities and yielding 5½ per cent. In 34 years of business no patron has lost a dollar on securities bought of this firm. Write to Straus & Co., for Circular No. 1-602, giving full particulars.

Investors who are interested in studying into the fundamentals of modern financial operations should write the Alexander Hamilton Institute, 370 Astor Place, New York, for a copy of their free booklet, "Forging Ahead" describing their comprehensive business course, including a special section on finance endorsed by many financial authorities. The advisory council of the Institute includes Frank A. Vanderlip, E. H. Gary, John Hays Hammond and other prominent business leaders.

Beyond a doubt the partial payment plan has been a boon to hosts of persons of limited capital. Under this plan one may become owner of dividend-paying securities by means of a small initial payment and convenient monthly payments thereafter. This may mean much on a rising market. The buyer is entitled to dividends declared during process of payment. Booklet A-2, which fully explains the plan, will be sent free upon request by Sheldon Morgan & Co., members New York Stock Exchange, 42 Broadway, New York City.

Shrewd and careful capitalists are investing much money in sound farm mortgages, attracted by the latter's safety and good yield. Persons of small means, too, are now investing in these issues. The American Trust Company of St. Louis offers first farm mortgages paying 5 to 6 per cent. in amounts of \$100 up. The company, which is a leader in the financial house in its section, has prepared an illustrated publication "Farm Mortgages," which every investor should possess. It will be sent free to anybody who writes for book No. 122 of Investment Dept., American Trust Company, St. Louis, Mo.

## Which shall it be—

More figure clerks or a machine?

THAT'S a question that sooner or later confronts every growing concern.

It was put up to the Accounting Department of the A. M. Castle & Co., Chicago, by the rapidly expanding scope of their operations in the warehousing and distribution of steel shapes, bars, plates, sheets and machinery. Action one way or the other was imperative.

They finally settled it by the purchase of a Comptometer. That was three years ago.

Meantime, a new and modernly equipped plant of many times greater capacity had been built and occupied. Scarcely were they settled in it, when the burden of increased work brought another appeal from the Accounting Department.

No question about it this time—they asked for and got another Comptometer.

But business kept on piling up and soon they were clamoring for another machine.

"Before we buy another machine," said the Treasurer, Mr. Henoch, "you must show me that you really need it. Keep a record of the time each Comptometer is in use—who uses it, and the time, if any, each man loses in waiting for it. Then, if we have to have one, let's see if there is not some other machine that will serve our purpose better."

The record was kept. Other machines were tried out. And the result was the purchase of another Comptometer.

They use the Comptometer for:  
Extending and Proving Invoices  
Figuring Inventory  
Extending and Footing Payroll  
Figuring Costs  
Adding Trial Balance  
Adding Monthly Statements

A Comptometer Desk  
in Office of A. M.  
Castle & Co., Chicago.  
"Without these machines," says the Head  
Accountant, "we  
would need two  
more men at  
least."



This is by no means an exceptional case of Comptometer service—rather it is typical of what the Comptometer is doing in thousands of other offices—embracing all lines of business and every form of figure work.

The proof of its value lies in a practical test on your own work. It will cost you nothing to investigate on that basis.

As a preliminary step, ask for our free booklet:  
"Better Methods of Accounting." Free on request.

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1729 N. Paulina  
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Begin Your Christmas Shopping Now?

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### Are You Interested In Copper Securities?

Then you should not miss a single issue of THE FINANCIAL WORLD for the next 26 weeks, for each week there will appear a timely, penetrating and constructive analysis revealing the earning capacity and potential possibilities of the following leading copper producers:—

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# LATE NEWS IN PICTURES



## TRANSPORTING TROOPS IN TRUCKS

For the first time in the United States army the transportation of troops in large numbers by means of motor trucks was attempted during recent maneuvers along the Texas border. The photograph shows a truck train that carried two regiments of Virginia infantry at a speed greater than that possible for cavalry. The roads were muddy and four sham battles were fought during the 100-mile trip.



## NEW YORK VILLAGE NEARLY WIPED OUT BY FIRE

Phoenix, N. Y., with a population of 1,800, was almost destroyed by fire on September 24th. The fire started in a power plant adjoining the village pumping station, which was soon in flames, thus cutting off the water supply. The fire raged for 15 hours, destroyed 82 buildings and caused a loss of more than \$1,000,000. The entire business and industrial sections of the town were destroyed. Our photograph shows the power plant and barge canal bridge, the only structures left standing in that vicinity.



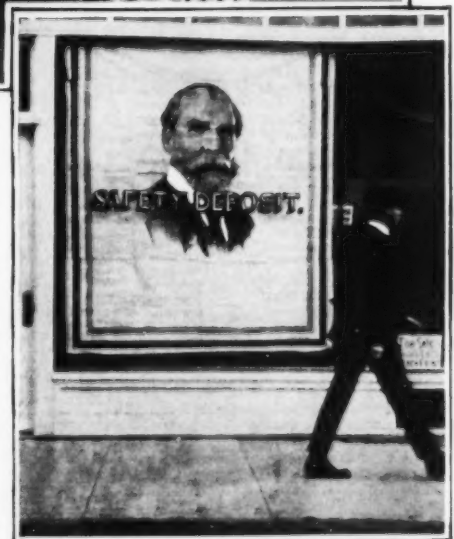
## ASSIGNING TORPEDO HITS MADE BY THE NEW YORK

The U. S. battleship *New York* recently set a new record for proficiency in torpedo practice on the southern drill grounds off the Virginia capes. The Navy Department does not allow the score to be published at this time, but it was the best ever made in the Atlantic fleet. The photograph shows the board of umpires from the *Texas* examining the target screens on the deck of the *New York* and assigning the hits. The men of the *New York* were so interested that it was necessary to rope off the space on the deck around the screens.



## STREET CAR STARTS A SERIES OF ACCIDENTS

Eight persons were injured, two of them seriously, when a street car struck a six-ton passenger truck in Shreveport, La., on September 18th, hurling it over an embankment. As the truck rolled down the bank it dislodged an old store building which toppled over on the bus just after the passengers had been removed. The bus was crushed.



## AN ELECTION STRAW FROM OREGON

The picture of the Republican nominee for President placed in the window of a Portland, Ore., bank attracted an unusual amount of attention because, through accident or design, it was directly behind the lettering, "Safety Deposit." The correspondent who sends the photograph says that this is an omen.



## How the Other Side Laughs



Stop Smiling

The making of a movie is almost as full of romance and adventure as the finished film itself. There's many a laugh and prank that happens "off-stage" that never reaches the screen.

You will enjoy the play more when you see it on the screen if you know the "inside" of its production and get acquainted with its heroes and heroines.

You can meet your favorites informally in the columns of **FILM FUN**. Besides their chatty stories and the striking pictures of the new features soon to be released, you'll find the magazine full of laughter and fun all its own.

### FILM FUN

10 cents a copy  
\$1.00 a year

Published by Leslie-Judge Co.

225 Fifth Ave., New York



Look Unpleasant

## MAY WE CUT IN?



Aren't you tired to death of your dancing partner? Doesn't his talk of stocks bore you to extinction? Don't you wish he'd get a new theory of the war? Wouldn't you weep on his collar with joy if he eased up on the tariff? Has he ever had a new thought since Euripides died?

Or maybe it's she! Isn't she fat, forty and fashionless? Aren't you weary of hauling her fourteen stone around by the elbows? Don't you wish she'd twitter about something besides her diet and her dachshund? Don't you yearn for some kind philanthropist to take her away?

### There's a Way to Signal for a New Partner

It's perfectly easy to get acquainted. You don't need any drag with the ball committee. All you need is one simple little dollar, to bring you six months of the gayest partner in the world—Vanity Fair—who will show you the latest bizzarries of the tango-worms, and the cabaret haunts of the wake-me-up-at-elevens—who will teach you how to write vers libre on your shirt bosom, how to wear a tiara without hatpins, and how to tell a Newport dowager from a sea-lion.

### Vanity Fair Will Give You the Dance of Your Life

It will chaperon you in New York's most frigid marble-and-gold society; show you the newest paintings and sculptures, and take you behind the scenes at the theatres.

It will tell you what to ramble on about at dinners and dances. It will whisper to you addresses where you can dance the "walkin' the dog", and will keep you in step with the whirling progress of the time.

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Just sign and mail the coupon—you need not even send the dollar now—and Vanity Fair will fly to your arms.

## "Hello Huck!"



RECALL that golden day when you first read "Huck Finn"? How your mother said, "For goodness sake, stop laughing aloud over that book. You sound so silly." But you couldn't stop laughing.

Today when you read "Huckleberry Finn" you will not laugh so much. You will chuckle often, but you will also want to weep. The deep humanity of it—the pathos, that you never saw, as a boy, will appeal to you now. You were too busy laughing to notice the limpid purity of the master's style.

## MARK TWAIN

When Mark Twain first wrote "Huckleberry Finn" this land was swept with a gale of laughter. When he wrote "The Innocents Abroad" even Europe laughed at it itself.

But one day there appeared a new book from his pen, so spiritual,

so true, so lofty, that those who did not know him well were amazed. "Joan of Arc" was the work of a poet—a historian—a seer. Mark Twain was all of these. His was not the light laughter of a moment's fun, but the whimsical humor that made the tragedy of life more bearable.

## The Price Goes Up 25 VOLUMES

Novels—Stories—Humor—Essays—Travels—History

This is Mark Twain's own set. This is the set he wanted in the home of each of those who love him. Mark Twain knew what hard times meant. Because he asked it, Harper's have worked to make a perfect set at a reduced price.

Before the war we had a contract price for paper, so we could sell this set of Mark Twain at half price.

### A Real American

Mark Twain was a steamboat pilot. He was a searcher for gold in the far west. He was a printer. He worked bitterly hard. All this without a glimmer of the great destiny that lay before him.

Then, with the opening of the great wide West, his genius bloomed.

His fame spread through the nation. It flew to the ends of the earth, until his work was translated into strange tongues. From then on, the path of fame lay straight to the high places. At the height of his fame he lost all his money. He was heavily in debt, but, though 60 years old, he started afresh, and paid every cent. It was the last heroic touch that drew him close to the hearts of his countrymen.

The world has asked (is there an American literature? Mark Twain is the answer. He is the heart, the spirit of America. From his poet and struggling boyhood to his glorious, splendid old age, he remained as simple, as democratic as the plainest of our forefathers.

He was, of all Americans, the most American of all. Free in soul, and dreaming of high things—brave in the face of trouble—and always ready to laugh. That was Mark Twain.

### Send the Coupon Without Money

The last of the edition is in sight. The price of paper has gone up. There can be no more Mark Twain at the present price.

There never again will be any more Mark Twain at the present price. Get the 25 volumes now, while you can.

Every American has got to have a set of Mark Twain in his home. Get yours now and save money.

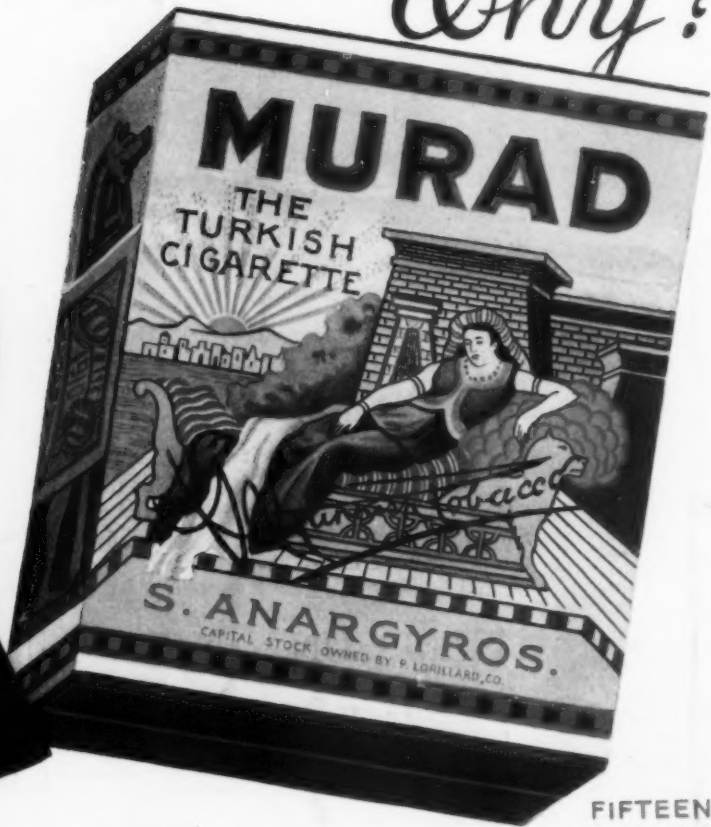
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Send me, all charges prepaid, complete set of Mark Twain's works in 25 volumes, illustrated, bound in handsome green cloth, stamped in gold, gold tops and deckled edges. If not satisfactory, I will return them at your expense. Otherwise I will send you \$1.00 within 3 days and \$2.00 a month for 12 months, thus getting the benefit of your half-price sale. Les. 11

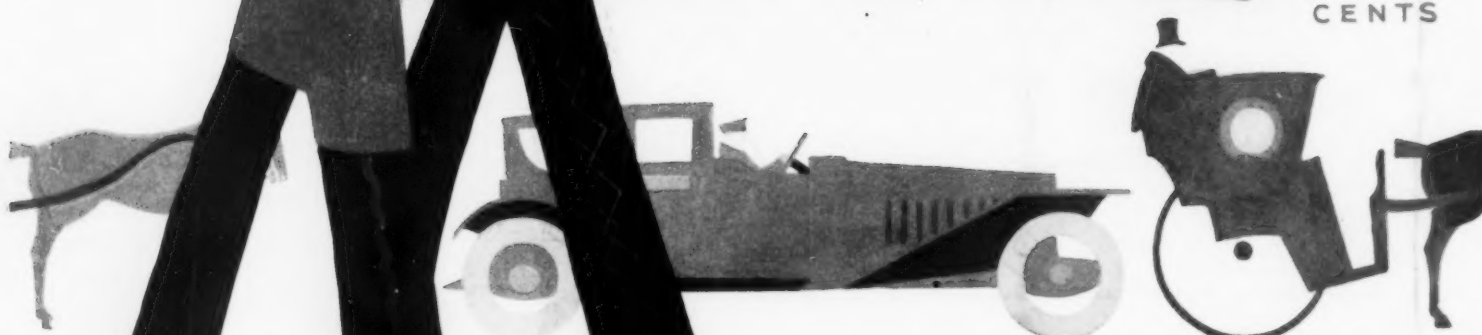
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